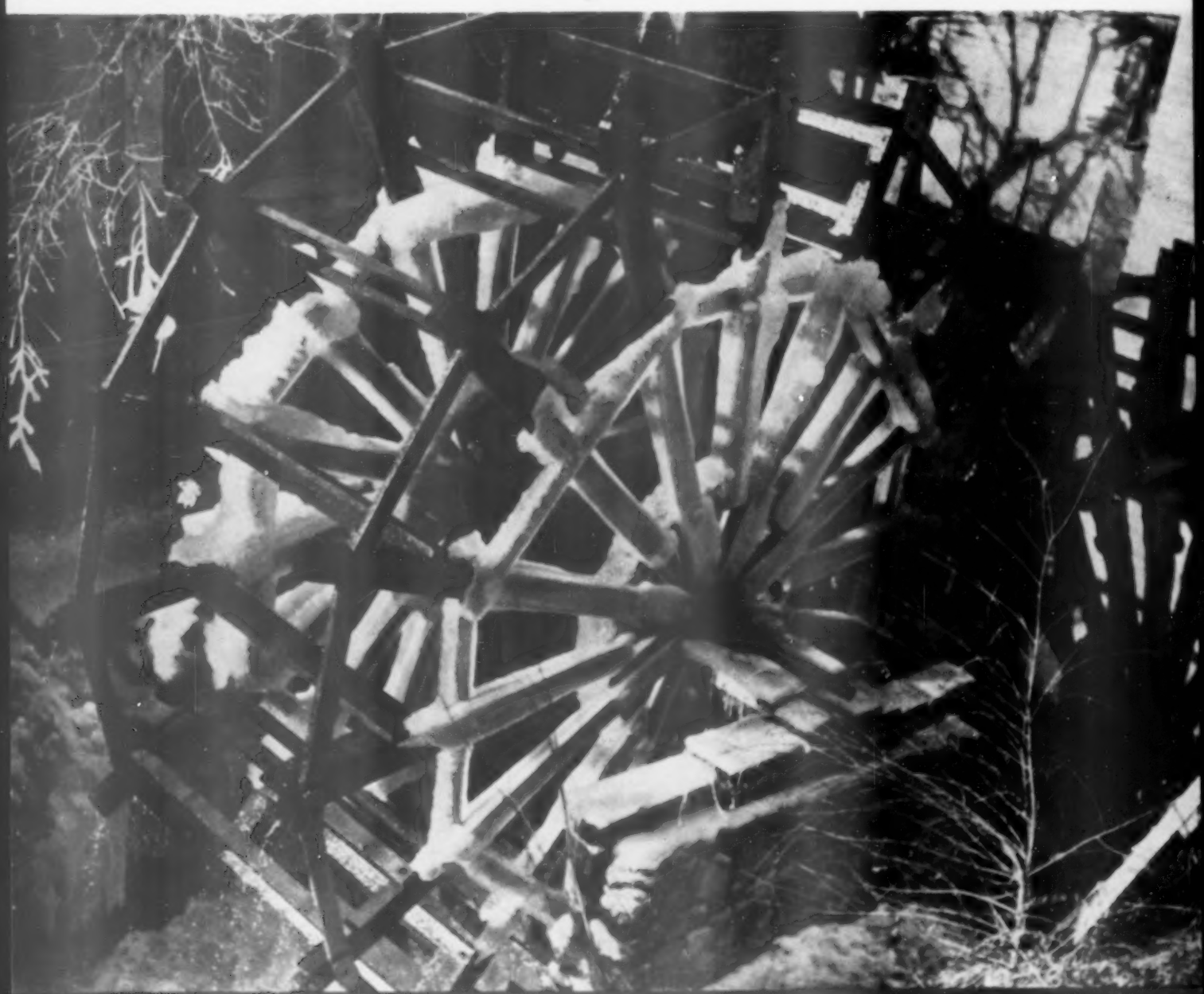
The Northwestern Miller



Volume 241
Number 4

JANUARY 24, 1950

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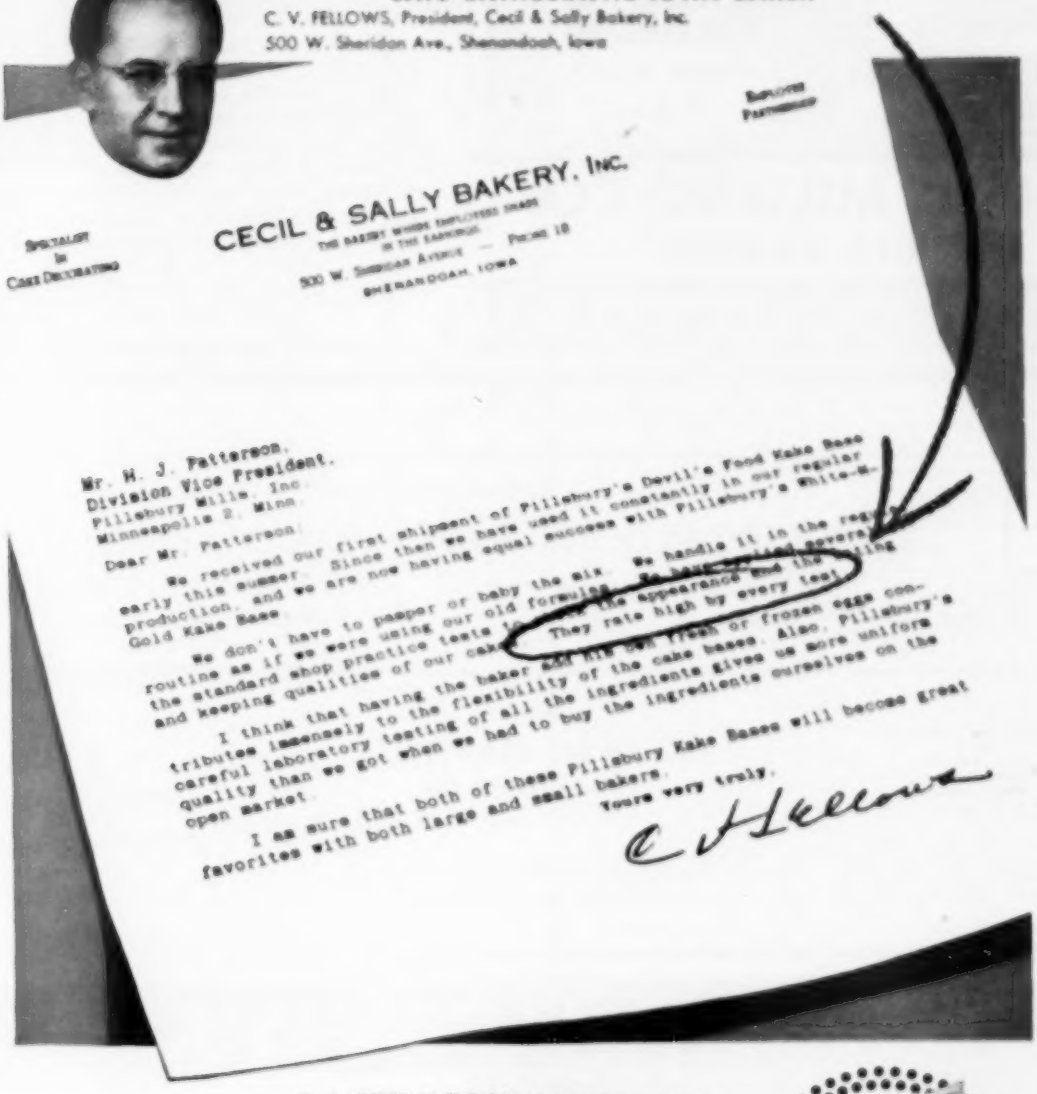

Mr. H. J. Patterson,
Division Vice President,
Pillsbury Mills, Inc.
Minneapolis 2, Minn.

Dear Mr. Patterson:

We received our first shipment of Pillsbury's Devil's Food Kake Base early this summer. Since then we have used it constantly in our regular production, and we are now having equal success with Pillsbury's White-N-Gold Kake Base.

We don't have to pamper or baby the mix. We handle it in the regular routine as if we were using our old formulas. We have applied several of the standard shop practice tests to [illegible] the appearance and the keeping qualities of our cakes. They rate high by every test.

I think that having the baker add the fresh or frozen eggs contributes immensely to the flexibility of the cake bases. Also, Pillsbury's careful laboratory testing of all the ingredients gives us more uniform quality than we got when we had to buy the ingredients ourselves on the open market.

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Yours very truly,

C. V. Fellows

THIS LETTER IS TYPICAL of what bakers in all parts of the country are saying about Pillsbury's Devil's Food Kake Base and Pillsbury's White-N-Gold Kake Base.

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The American Baker Feedstuffs
Milling Production

BAG
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HELP SELL YOUR FEED!
I'm Betty Bemis, your Silent Salesgirl!

Let Bemis Cut-outs Work for You!

Bemis dress-prints, with designs by leading New York artists, have been helping sell feed bags for home sewing for years.

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Bemis Cut-outs will be in demand by the pigtail set. The kids will see to it that Mamma buys the feed in Bemis Bags with the cut-outs . . . dolls with doll clothes for the toddlers, teddy bears and cute fawns for the older ones. These cut-outs are colorfully printed on the bags along with cutting guides and instructions for sewing and stuffing. This latest Bemis development makes the package more than ever a selling help to your product. It adds to the large number of *consumers who want you to use Bemis Bags.*

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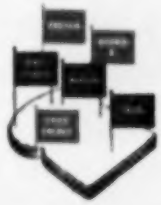

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Elevator Permits
Accurate Binning
of Quality Grain
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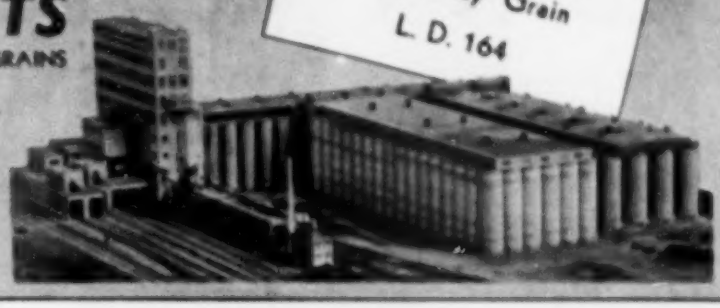

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Centennial Flouring Mills Co.

NEW SPOKANE MILL ... ONE OF THE WORLD'S MOST MODERN

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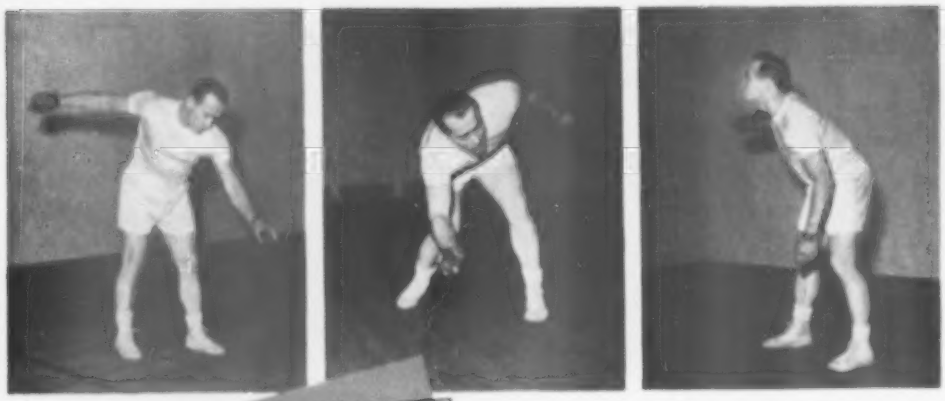
COUNTRY AND TERMINAL STORAGE

GOLD DROP PIE and COOKIE FLOUR
PYRAMID CONE FLOUR
CENTENNIAL CAKE FLOUR
BLUESTEM and HARD WHEAT BAKERS FLOURS

DEALERS IN
ALL TYPES OF PACIFIC NORTHWEST WHEAT

MILLS AT SPOKANE • WENATCHEE • RITZVILLE • PORTLAND



WHEN Performance COUNTS...

you always choose quality

● With four walls and a ceiling for bewildering carooms, baffling spins and hops to put on every shot, handball has long been hailed as one of the most intricate as well as exciting of all competitive sports.

You know, handball can't hold even a small candle to the techniques used to bring you Commander-Larabee Flours when it comes to intricacy. Yes, it takes a lot of knowledge to select grain and mill it to give you specialized flours that will suit your special baking needs. That's why so many bakers rely on the Commander-Larabee team of experts . . . they know that years of experience and a huge investment in the most modern milling equipment assure peak *performance* and unfailing *uniformity* in every Commander-Larabee Flour.

There is a Commander-Larabee representative near you. Let him help you with your flour problems. And remember, when performance counts, choose quality . . . choose a Commander-Larabee Flour!

THE SERVE—Face side wall. Weight evenly balanced on both legs. Ball dropped at knee height opposite left leg. Use full underhand stroke.

THE KILL—Always try to strike ball at or below knee level for maximum power and to keep rebound as low as possible to prevent return.

BACK-WALL SHOT—Face side wall. As ball rebounds, pivot and play to front wall in one continuous motion. Always keep your eyes on the ball.

LEFT HOP STROKE—Ball strikes base of fingers, sliding between thumb and index finger as hand rolls under ball, giving a left hop.

RIGHT HOP STROKE—Bring hand over top of ball which strikes on hand "cushion" and slides off base of little finger, giving a right hop.

OVERHAND DEFENSIVE SHOT—Fingers close together with thumb parallel to index finger. Use a throwing motion with the wrist serving as a hinge.

COMMANDER-LARABEE MILLING COMPANY

Commander-Larabee Milling Company

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U. S. Sales Under Wheat Pact Lag

Germany Balks at Taking ECA Wheat In Form of Flour

LONDON — The German government is reported to be unwilling to take 12½% of its imports of wheat under the Economic Cooperation Administration in the form of flour. It is understood that this attitude is backed by U.S. officials, who state that, although control is now in the hands of ECA, the funds as originally granted by Congress contained no stipulation for flour.

Observers suggest that this is a technical point and point out the necessity for flour imports to offset the effect of a monopoly position for German millers in order to keep prices down and maintain quality. Exporters have been asked to voice protests.

—BREAD IS THE STAFF OF LIFE—

KENNETH KIRKPATRICK JOINS ELEVATOR FIRM

HUTCHINSON—Kenneth Kirkpatrick, formerly wheat buyer and in charge of the grain department of the Commander-Larabee Milling Co., Hutchinson, has announced his resignation from the Larabee company to join the Security Elevator Co., Hutchinson.

He had been named to a position in the Kansas City grain department of the Larabee Flour Mills Co., to become effective soon, but he declined the opportunity when the untimely death of Mrs. Kirkpatrick occurred last week.

The Security company controls terminal storage in Hutchinson totaling 2,475,000 bu. and owns an extensive system of country elevators in the Southwest.

—BREAD IS THE STAFF OF LIFE—

BUYS ARGENTINE WHEAT

LONDON—Brazil recently bought 300,000 tons wheat from the Argentine, and it is now learned that negotiations are going ahead for 300,000 tons in exchange for timber.

AUSTRALIA SELLS WHEAT TO SPAIN

LONDON—The Australian Wheat Board has completed negotiations with Spain for the sale of 60,000 tons of wheat outside of the provisions of the International Wheat Agreement. The price was not disclosed.

SALES OF FLOUR ACCOUNT FOR 25% OF TOTAL IN HALF YEAR

Italy Granted Permission to Buy 72% Extraction Flour; Millers Disappointed at Failure of ECA to Include Flour in Wheat Authorization for Holland

By JOHN CIFFERLY

Washington Correspondent of The Northwestern Miller

WASHINGTON — With approximately half of the International Wheat Agreement year completed, the U.S. has exported under provisions of the pact about one fourth of its guaranteed export total of slightly more than 168 million bushels. Of the 41,632,889 bu. wheat registered under the agreement through Jan. 17, some 25%, or 9,125,125 bu., moved in the form of flour. And more than half of this flour went to Economic Cooperation Administration nations.

In view of the ragged level of flour production for the past year, the wisdom of including flour as a mandatory 12½% item in the ECA appropriation seems established. Another view is that, had the 25% flour level been maintained, it is likely that an even heavier portion of the U.S. guaranteed sales quota might have been registered by this time.

In connection with the ECA and wheat pact exports, the milling trade noted with disappointment the failure of ECA to include flour in its more than $12 million authorization for wheat for Holland. ECA officials informed The Northwestern Miller that, for reasons they do not care to disclose at this time, a flour authorization has been deferred. In making this statement, ECA officials explained that they were well ahead on the 12½% mandate for flour and that their failure to authorize some flour for Holland at the time of the wheat procurement authorization announcement would not drag the flour

(Continued on page 15)

Subsidy Rates Under Wheat Agreement

	Jan. 17 (No.)	Jan. 18 (No.)	Jan. 18 (No.)	Jan. 19 (No.)	Jan. 13 (No.)
East Coast Ports—					
To all destinations	55¢	51¢	51¢	51¢	55¢
West Coast Ports—					
To all destinations	55¢	57¢	57¢	56¢	55¢
Gulf Coast Ports—					
To all of Europe, Mediterranean, Middle East, all of Africa and adjacent islands	53¢	53¢	53¢	53¢	53¢
Far East and adjacent areas	55¢	51¢	51¢	53¢	55¢
Latin American, West Indies and Mexico	48¢	48¢	48¢	51¢	51¢

Settlement Possible in Admission of Germany and Japan to Pact

LONDON—Grain trade experts are convinced that the delay over the admittance of Germany and Japan to the International Wheat Agreement is because Britain, India and some other importing countries want safeguards that Germany and Japan will not buy up the Australian sterling wheat at their expense.

It was possible that a settlement enabling the admittance of Germany and Japan, might be reached within the next few days. Usually reliable quarters said that the point could be met by a simple formula which only required the sanction of the exporting countries.

Britain was said to have no objection whatever to the admittance of Germany and Japan, but only to want assurances that the position of existing signatory importing countries would not be worsened by the admittance of this further 100 million bushels of import quotas. By buying up Australian wheat, Japan might prejudice the position of Britain, India and other importers who rely upon this sterling wheat to save dollars.

The German Problem

Several continental countries rely mainly on dollar wheat with Marshall Aid. They are more interested in a lower price for dollar wheat than in access to sterling wheat. Germany at present is in this category, but it was pointed out that Germany might in the future want to buy Australian wheat, and the sterling importers wanted safeguards in respect of both countries.

Britain by herself has sufficient voting power to veto the terms for admitting any further countries to the agreement. On this point she would be supported by India and some other countries with substantial votes. But the question was expected to be settled without any veto.

This question was believed mainly to concern the second agreement year starting next August. Only a small portion of Australia's quota for the current year was believed to be involved.

Terms a Question

It was believed that Australia has offered Britain "first refusal" of Australia's export quota under the agreement, but that Britain feels that the matter should be regularized within the agreement itself and not rest on any bilateral understanding between Britain and Australia.

It is only by negotiating the terms of the admittance of Germany and Japan to the agreement that other importing countries have any control over their purchase of Australian wheat. In its present form the agreement allows importing countries to buy their quotas from any of the signatory exporting countries if buyer and seller can agree on price and other conditions. Both Germany and Japan have sterling balances which they are freely entitled to spend in Australia or any other part of the sterling area.

Considerable Export Business Pending, but Sales Scattered

Considerable business is pending in export flour markets, but sales during the past week have been relatively few. Great Britain completed purchase of 50% ash flour last week and Norway bought a few scattered lots. Latin American interest was dull, but a few lots which ranged up to 10,000 to 12,000 sacks were reported.

British importers covered their current interest for 9,000 tons of 72% extraction flour at a top of $4.02 f.a.s., jutes, New York after subsidy. The minor amounts acquired by Norway were bought on the basis of $2.71 jutes, Gulf, after subsidy. No other European inquiry was felt during the week.

Italy is preparing to buy 15,000 tons of 72% extraction flours from mills which have deposited approved samples with the buying agency. The Italian federation of farmer cooperatives office in Washington has advised the trade that it will buy the flour some time this week. The purchasing was held up pending approval by the Economic Cooperation Administration of an Italian plan to buy 72% extraction flour. ECA had originally requested the Italians to make 80% extraction flour purchases at this time.

The Production and Marketing Administration is buying 141,000 sacks of clear blended flour for Feb. 28 shipment from mills for the account of Austria.

The Netherlands has been concentrating on wheat buying in recent days, and up until Jan. 23 had purchased as many as six to eight cargoes of wheat. When its flour buying will commence is a question which is unanswerable by the trade at the present time.

Latin American buying last week was confined to a few small lots to Puerto Rico, Ecuador, Nicaragua and the Dominican Republic. Cuban interest for U.S. flour has died out almost completely.

PMA Grain Buying Light; 100,000 Bu. Wheat Purchased

WASHINGTON — Grain procurement by the Production and Marketing Administration last week was inconsequential. PMA purchased only 100,000 bu. wheat, through its Portland office.

The official procurement statement for the week ending Jan. 20 and the cumulative procurement for the year as of that date are shown in the following table (in bushels):

	Week of Jan. 14-19	July-Jan. 20
Wheat	100,000	41,632,889
Wheat flour (wheat equivalent)		9,244,542
Grain sorghums		1,151,113
Rye		*2,947,111
Rye flour (rye equivalent)		142,679
Corn		41,500
Barley		3,181,960
Total	100,000	58,784,873

*Revised total includes 147,805 bu. rye purchased during the preceding week (141,180 through Minneapolis and 1,450 through Chicago).

USDA Dumps Grains on Export Mart

MARKETS BEARISH AS COARSE GRAINS GO INTO FREE MARKET

Corn, Barley and Oats Made Available by CCC Until March 1—Monthly Statements of Availability Charted for Subsequent Periods

By JOHN CIPPERLY
Washington Correspondent of The Northwestern Miller

WASHINGTON—Acting under the instructions of Ralph S. Trigg, president of Commodity Credit Corp., last week the U.S. Department of Agriculture threw into the free market 100 million bushels of corn, 20 million bushels of barley and 13.5 million bushels of oats. The effect of the announcement was immediately bearish on commodity markets, which registered sharp declines, although the announcement did not disclose any substantial change in the sales policies of CCC for surplus commodities for export which it has already acquired under its price support operations.

Immediately following the disclosure of this information responsible Production and Marketing Administration grain branch officials who disapproved of the announcement said that it was not intended that CCC surplus commodities would be made competitive with free market supplies and that CCC did not intend to follow the market down.

Mr. Trigg later stated that notwithstanding the announced sales policy on grains, CCC would not follow a declining market down in disposing of oats, corn or barley. This confirmed the earlier statements made by officials at the operating level.

According to the announcement, CCC will make available until March 1, 1950, the above-named quantities of commodities for nations which are not parties to Economic Cooperation Administration operations at the market price of the day of sale. After March 1, CCC plans to make monthly statements of the availability of surplus commodities for export and the price at which they shall be available for export to the non-ECA financed buyers.

Called Political Move

According to informed sources within USDA the Trigg-sponsored statement is largely a political gesture to prepare the way for congressional testimony later this year to explain the efforts the CCC has made to dispose of surplus commodities. The sales under the publicly announced policy are to be made through private trade channels, USDA emphasized in its announcements.

In this connection it was subsequently learned from ECA sources that ECA was not consulted prior to the USDA statement. It was said that the policy would make little if any difference on ECA nations, using ECA funds, since they would obtain the advantage of the market effect of the USDA sales policy statement.

The surprise announcement was considered unnecessary as far as the PMA grain branch officials were concerned since it represented little if any change from previous policy and merely served notice that there was a fire sale in process.

One official caustically remarked, "Ralph wanted to get out a mail order catalog of what we had to sell."

Trade reaction was uniformly bearish since the announcement advertised, as for example in the case of corn, that USDA stood ready to supply at the daily market price up to 100 million bushels of corn. This meant to the trade that the available free market supply, that over and above the corn under loan and currently available from farm or terminal stocks, had been increased by 100 million bushels.

Other Items Offered

The USDA announcement stated that the following quantities of these commodities also would be available under the limitations noted above until March 1, 1950: 13 million bushels of flaxseed at $3.99, Minneapolis, or $4.45 in store at East Coast ports; 400 million pounds of linseed oil (raw) at 18½¢ lb., tank car lots at New York or Baltimore; 73 million pounds of dried eggs in barrels and 14-lb. cartons in 56 lb. over-all containers at 40¢ lb., f.a.s. New York or New Orleans; 170 million pounds of spray and roller type nonfat dry milk solids in export barrels, f.o.b. location of government stocks at 12½¢ and 10½¢ lb., respectively.

In addition it announced that stocks of Irish potatoes would be available for export to other than historical markets at 1¢ cwt., plus interior transportation from Searsport, Maine.

According to the USDA statement the new sales policy is designed to aid the movement of surplus agricultural commodities into export through regular commercial channels. Mr. Trigg added his personal approval of this statement, saying, "We are interested in moving into consumption abroad any CCC inventories that are not needed as reserve supplies in this country and we want to move these commodities into export through regular commercial channels. Through monthly announcements, exporters will know in advance the commodities and quantities that are available, and the prices at which they may be obtained for a fixed period ahead. With this knowledge they will be in a much better position than heretofore to negotiate firm sales abroad and they will be in position to develop sales in advance of actual purchase from CCC."

Won't Follow Market Down

Although the trade generally has construed this news as bearish and the markets confirmed the trade opinion immediately, it must be considered that the balance wheel of PMA grain sales policy is at the operating level of the PMA grain branch. Officials there say that they will not follow a declining market down on the basis of the official announcement. In fact, one official said that it was not intended that the surplus grain stocks of CCC would be made competitive with the free stocks on the hands of farmers.

Actually, the USDA sales policy statement is meaningless, but nevertheless lacking an official statement regarding market declines the trade must consider the policy as bearish.

The sales policy announcement in regard to nonfat dry milk solids or dried eggs is gratuitous since these commodities are either unwanted or available from processors at the equivalent or lower than the USDA price offers.

In connection with the flaxseed sales policy, trade sources report that the USDA price is out of line with open market flax at this time.

ECA officials scoffed at the sales policy statement as little more than a gesture to Congress. The sales prices announced excluded ECA financed nations except when those nations spend their own dollars. The immediate ECA reaction was that those foreign nations could go offshore for oats and barley at least at better price levels with their own dollars than the prices offered by USDA.

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Dumping Duties Invoked

WINNIPEG—Canada has invoked dumping duties on any agricultural products coming into the Dominion from the U.S. at "fire sale" prices. The dumping duties went into effect Jan. 20.

Canada's revenue minister, J. J. McCann, stated that dumping duties would be applied to any imports coming into Canada at special U.S. export prices. Such a duty would amount to the difference between consumer prices in Canada and the consumer prices for the product in the country of origin.

The imposition of dumping duties followed the decision of the U.S. government to offer surplus agricultural products on the export market below cost prices.

Loren Johnson

LOREN JOHNSON ELECTED HEAD OF K.C. GRAIN CLUB

KANSAS CITY—The Kansas City Grain Club, a society for the advancement of social fellowship composed of members of the Kansas City Board of Trade, last week elected Loren Johnson, Kansas Grain Co., president.

Vice president of the group is John Ronan, B. C. Christopher & Co., and secretary-treasurer, Joseph Gregg, Morrison-Gregg-Mitchell Grain Co.

The club had a dinner at the Hotel Muehlebach Jan. 18 to honor the outgoing officers and directors of the Board of Trade.

Export Wheat Volume Drops 38% During Last Six Months of 1949

WASHINGTON—Exports of wheat and wheat products during the July-December period of 1949 totaled 168,057,000 bu. equivalent and were 38% smaller than in the like period of 1948 by 102,584,000 bu.

The Production and Marketing Administration said that nearly half the reduction in wheat and wheat products exports was offset by larger exports of other grains, principally corn and corn products. The increase in "other" grains was larger than in the like period of 1948 by 48,601,000 bu.

Exports of all grain and grain products during the July-December, 1949, period totaled 7,196,000 long tons (284,124,000 bu. grain equivalent) as compared with 8,752,000 long tons (338,107,000 bu. grain equivalent) in the same period of 1948.

"Other" grains and grain products July-December, 1949, exports included 64,520,000 bu. of corn and corn products (compared with 21,920,000 bu. in the like period of 1948) and 51,547,000 bu. of oats, barley, grain sorghums, rye and products (compared with 32,063,000 bu. in the like period of 1948). Most of the increase was the result of large November-December exports to Germany, Canada, Denmark, Ireland, Netherlands, Belgium, France, Norway, Austria and Japan.

The following table shows comparisons for the two periods:

1948

(000's omitted)

	Wheat, flour and macaroni		Other	
	Gr. tons	bu.	Gr. tons	bu.
July	1,033	44,344	207	8,343
Aug.	1,474	63,180	213	8,188
Sept.	1,129	47,743	187	7,267
Oct.	1,119	33,181	233	11,498
Nov.	788	19,835	305	13,018
Dec.	1,017	24,731	438	19,174
Total	7,256	270,840	1,583	67,504

1949*

(000's omitted)

	Wheat, flour and macaroni		Other	
	Gr. tons	bu.	Gr. tons	bu.
July	878	35,949	479	18,939
Aug.	923	35,794	514	21,998
Sept.	881	33,224	478	18,853
Oct.	894	25,847	505	19,823
Nov.	819	23,982	473	18,250
Dec.	1,041	23,829	1,051	18,833
Total	5,551	184,627	3,894	116,697

*Does not include CCC shipments to Canada for temporary storage and does not include Canadian flour milled in bond and exported from U.S. ports.
(Preliminary estimate.)

The greater part of the July-December, 1949, grain and grain prod-

William R. Elsas

PRESIDENT—William R. Elsas was recently elected president of Fulton Bag & Cotton Mills, Atlanta, succeeding Norman E. Elsas. The newly elected president has been connected with the Fulton organization for the past 25 years.

uct exports went to Germany and the U.S.-Pacific area—approximately 4,178,000 long tons, or 58%, during the six-month period.

Second largest amount of around 1,901,000 long tons, approximately 27% of all grains and grain products, went to the following ECA countries: Austria, Belgium, Denmark, Greece, Ireland, Indonesia, Italy, Netherlands, Norway, Portugal and Turkey.

During the same period 1,117,000 long tons, or 15% of total exports, were shipped to India, Philippines, Spain, Cuba, Mexico and other countries.

Baking Industry Executives Attend "Bosses' Night"

MINNEAPOLIS — Executives in companies serving the baking industry were feted by their sales representatives at the first annual "Bosses' Night" sponsored by the Minnesota Allied Trades of the Baking Industry Jan. 19 at the Radisson Hotel here. Approximately 70 members of the allied trades association and their bosses attended.

Bosses were supplied with a lapel tag designating them "wheels" and entitling them to favored positions during the evening; the members of the allied club were termed "just cogs."

Following a cocktail hour and dinner, E. T. LeMire, International Milling Co., Minneapolis, president of the allied trades association, introduced the master of ceremonies for the evening, Frank Madden, St. Paul, secretary of SaintPaulites, Incorporated, a civic organization, who presented engraved citations for civic enterprise on behalf of the king of the St. Paul Winter Carnival. Mr. LeMire, J. M. Fiest, Standard Brands, Inc., and J. J. Ahern, head of the Rapinwax Paper Co., Minneapolis, received the awards.

R. M. Bates, Rapinwax Paper Co., secretary of the Minnesota allied group since the association's inception, was honored by the group and awarded a watch by L. C. Bevig, Procter & Gamble, Minneapolis, first president of the club, serving in 1937.

The featured speaker of the evening, Stafford King, Minnesota state auditor, spoke on the duty of the citizen to his government and warned against the acceptance of "strong government with its increasing taxes."

Following Mr. King's address, the remainder of the evening was devoted to card games and entertainment, supplied by a quartet from the Ewald Dairy, Minneapolis.

KING MILLING CO. NAMES M. P. FULLER CHAIRMAN, KING DOYLE PRESIDENT

LOWELL, MICH.—At the annual meeting of the board of directors of the King Milling Co. here, Milton P. Fuller was promoted to the position of chairman of the board. Mr. Fuller, formerly vice president and general manager of the mill, will now act as board chairman and in a general advisory capacity.

King Doyle was elected president, treasurer and general manager of the company.

The King Milling Co. has a new flour mill that was built in 1945 by the late William C. Doyle, a former president of the company and father of the new president. At the time of his father's death in April, 1945, King Doyle was serving as a naval officer in the Pacific. He was called home to take over the responsibilities of the business, and Milton P. Fuller gave up his retirement plans to come to Lowell as vice president and general manager of the King Milling Co. Mr. Fuller will be spending a large portion of his time with Mrs. Fuller at their home in Wichita, Kansas.

COTTON GOODS INDEX 17.75

Bemis Bro. Bag. Co.'s cotton goods index, a composite figure reflecting wholesale prices of principal cotton cloth used in bag making expressed in cents a yard of cloth, is 17.75, compared with 17.65 a year ago. The Bemis composite figure reflecting duty paid for early shipment from Calcutta of lightweight and heavyweight burlaps expressed in cents a pound of cloth is 25.25 compared with 28.14 a year ago. The current index is based on Calcutta ceiling prices plus a permitted 5% commission.

MARKET TOUR PLANNED FOR NORTH DAKOTA 4-H

MINNEAPOLIS — Twenty North Dakota 4-H Club members will visit Minneapolis Feb. 15-17 during an educational crop marketing trip sponsored by the Atwood Larson Co., Minneapolis grain firm.

The trip, financed by the grain company, gives older club members an opportunity to see marketing and processing operations, according to officials of the North Dakota Agricultural College extension service. Similar tours are provided for Minnesota, South Dakota and Montana 4-H members.

JACK O'BRIEN MANAGES SPECIALTY FOODS FIRM

ST. PAUL — The appointment of Jack O'Brien as manager of O'Brien Specialty Foods has been announced by his father, Ray O'Brien. The St. Paul firm serves the baking and candy manufacturing industries.

USDA ASKS INDUSTRY FOR LOAN GRAIN STORAGE OFFERS

Commercial Warehousemen Now Holding Grain Asked to Report Availability of Space—Trade Warned That CCC May Have to Expand Facilities

WASHINGTON — Forecasting it will take over small grain loans from the 1949 crop of upwards of 450 million bushels, the U.S. Department of Agriculture last week asked that private and cooperative grain storage men submit offers of storage space for the coming year under provisions of the Uniform Storage Agreement to house deliveries of loan grain, which will be turned over to the Commodity Credit Corp. in May, 1950.

Ralph S. Trigg, president of CCC, in making the request for offers of space, said that it is necessary for the government to know how large a part of the loan grain can be held in existing facilities. If it appears that the private and cooperative facilities cannot handle the problem the government will be forced to expand its facilities, he said.

Firm Offers Requested

The Commodity Credit Corp. statement requests that firm offers of storage be submitted to CCC not later than Feb. 15 for acceptance by CCC not later than Feb. 15 for acceptance by CCC not later than April 30, of the amount of space which will be held available for government storage. It is also asked that the commercial warehousemen now holding loan grain in their houses report the availability of this space for further holding of loan grain which may be taken over by CCC at the expiration of the loan period April 30.

In notifying the trade of the request for offers, Elmer F. Kruse, general manager of CCC and assistant administrator of the Production and Marketing Administration, has asked the warehousemen to submit firm offers of space for the coming crop year directly to him.

Housing Problem Forecast

The call for offers of space for government grain taken over under the loan came from Ralph S. Trigg, who forecast that the government faces the problem of housing more than 450 million bushels of wheat and other small grains. Corn is not included in the present situation.

Mr. Trigg warned the trade and cooperatives that if sufficient storage is not made available that it will be necessary for CCC to expand its present facilities. At the present time, according to Mr. Trigg, the CCC has unoccupied temporary bin storage space amounting to 40 million bushels which can be used for storage of the grain which will be turned over to it at the termination of the loan programs for the 1949 crops.

In asking offers of storage space, Mr. Trigg asks that consideration be given to the storage problem which will arise over the new crops of 1950 grains.

Offers of storage space to CCC will be accepted under provisions of the uniform storage agreement which will be negotiated between now and the time of acceptance of offers from the trade. This puts a squeeze on the trade since it is in the position of either offering storage or being excluded from participation in the government program and possibly faced with erection of government storage within its area of operation, if space is not offered to the CCC.

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First CCC Plans Would Channel Offers Through Trade Groups

WASHINGTON—Offers of storage to hold government loan stocks were originally set up to be routed through trade associations.

However, in a conversation Jan. 20 with Herman Fakler, executive vice president of the Millers National Federation, Elmer Kruse, general manager of the CCC, told Mr. Fakler that all grain warehousemen, country, subterminal and terminal merchants, should send their firm offers of storage which will be available to house the grains turned over to the government during April at the end of the crop loan year.

Previously it had been Mr. Kruse's idea that the trade organizations could provide a factual survey of grain storage availability at these points through firm offers of space.

This request through the trade organizations presented some substantial difficulties, which when explained to Mr. Kruse were immediately understood, and he agreed with Mr. Fakler that the best procedure would be to have all firm offers of space made directly to him at CCC headquarters.

As things now stand all warehousemen are urged to send in their firm offers of availability of storage space to the CCC here.

In regard to the uncertainty as to terms, Mr. Kruse explained that on Feb. 6-8 all segments of the storage trade will be informed of the terms of the new uniform storage contract which will be available to the trade. That should give all warehousemen time to study the new terms and conditions so that they will be able to submit their firm offers by Feb. 15, he said.

Offers made to the government will be accepted or rejected on or before April 30.

KANSAS CITY FEED CLUB TO ELECT NEW OFFICERS

KANSAS CITY—A buffet dinner will be served in the English Room of Hotel Phillips at the next Kansas City Feed Club meeting Jan. 31. Larry Ray, popular Kansas City sports announcer, will be the after-dinner speaker and the club will elect new officers for 1950. Reservations are now being placed with Verne Dean, Nutrena Mills, Inc., Kansas City, Kansas.

CCC Wants Increase in Capital

MR. BRANNAN URGES ADOPTION OF BILL INGREASING BORROWING POWER

Hearings Open on CCC Charter—Need for Borrowing Power Between 5.3 and 6.3 Billion Dollars Estimated—Rapid Cleanup of Hearings Seen

WASHINGTON — Senate Agriculture Committee hearings on a proposal to amend the Commodity Credit Corp. charter opened here this week. Government witnesses, led by Charles F. Brannan, secretary of agriculture, appeared to urge adoption of a bill to increase the borrowing power of the corporation by $2 billion.

At the present time the CCC is authorized to borrow up to 4.75 billion dollars for its price supporting operations, and up to the present time has committed slightly more than $3 billion of this total either in loan programs now in operation or purchase operations to support the market price of commodities.

Following the government witnesses, it is expected that the leading farm organizations and private grain trade groups will appear to present their side of the CCC operations.

Last fall the farm grain cooperatives attacked the CCC for threatened encroachment on the field of cooperative and private enterprise. Previously the private grain trade organizations had urged that Congress restrict the use of CCC funds in the storage field to use only as specifically directed by Congress and that the corporation not be permitted to expand its grain storage operations without some check such as public hearings to show need for such expansion.

Trade Groups Alarmed

The recent revelations of the extent which the corporation has increased its storage capacity, and the more recent request that the private and cooperative grain warehousemen offer additional storage facilities for the crop loans which CCC expects to take over on April 30, 1950, under an implied threat of further government grain storage expansion, has further alarmed these trade groups.

It is not believed that the request for increased borrowing authority will be seriously fought by any of the expected witnesses, but the fight on the amendment is likely to be one to put strings on any further approval of funds which can be used without definite earmarking by Congress. In short, CCC will be instructed to state how it proposes to commit any additional borrowing authority it may be given if the opposition persuades the committee to recognize its complaints against CCC.

Purse Strings Tighten

That the cooperative and private trade groups may meet with success is found in the present temper of Congress. There is a growing disposition within Congress to compel such agencies as the Economic Cooperation Administration to earmark their spending requests to certain specific groups of commodities or projects, and such appropriations, if granted, will be limited to these purposes and no others.

This feeling may prevail in the Senate Agriculture Committee when it considers the amendment to the charter which has been introduced in the senate by Sen. Elmer Thomas (D., Okla.) and by Rep. Brent Spence (D., Ky.) in the House. On the house side, the bill has been referred to the House Banking and Currency Committee, but no hearings have been scheduled up to this time.

Latest information received regarding the appearance of trade witnesses indicates that the trade case is not likely to be made before Feb. 13.

Secretary Brannan told the Senate Agriculture Committee that he estimates the CCC will need between $5.3 and $6.3 billion in borrowing power to finance its obligations to support the 1950 crops and maintain its present inventory position. In regard to inventories, he said that USDA would shortly announce a domestic price policy for commodities held in these inventories.

The secretary's estimate of requirements were grared to costs involved in the three big crops of cotton, wheat and corn, and the variation between the high and the low figures occur because of the difficulty in estimating precisely yields which may occur despite acreage controls.

After the secretary completed his testimony, it was tentatively agreed by the committee that the hearings would be cleaned up quickly, thereby defeating hopes of the private grain trade that they could make a thorough statement on the activities of the CCC at some later date.

Mr. Brannan told the committee as the session ended that within a few days he expected to sign contracts for an additional 100 million bushels of grain storage capacity to be available May 1.

Sales Under Wheat Agreement

Importing countries	Wheat (bushels)				Flour (cwt.)			
	Guaranteed purchases	United States*		Total	Australia†	Canada†		Total
		Wheat	Flour					
Austria	11,538,115	1,384,615	230,537	1,615,152				1,615,152
Belgium	20,308,846	3,461,538	15,876	3,477,414		5,774,780		9,252,194
Bolivia	2,769,231		142,840	142,840		185,187		328,027
Ceylon	4,800,244				2,740,444			2,740,444
Cuba	7,442,308	53,472	716,270	769,742		1,400,840		2,170,582
Denmark	3,838,712					444,888		444,888
Dom. Republic	734,874		48,114	48,114		214,444		262,558
Ecuador	2,307,311		324,747	324,747		185,055		509,802
Egypt	8,841,093				1,441,818			1,441,818
El Salvador	634,131	53,181	152,484	187,665		334,181		521,846
Greece	19,776,454	4,269,231	681,814	4,951,045				4,951,045
Guatemala	1,153,846		196,181	196,181		111,068		307,249
Haiti	1,424,874		53,808	53,808		258,240		312,048
India	33,181,831				784,178			784,178
Ireland	10,153,538	953,333		953,333		1,161,333		2,114,667
Israel	4,838,241	923,184	283,741	1,206,925		1,594,831		2,801,756
Italy	30,411,676	5,704,184		5,704,184				5,704,184
Mexico	6,146,431	1,441,707		1,441,707		145,140		1,586,847
Netherlands	19,230,847	2,286,781	3,124,370	5,411,151	1,831,233	444,153		7,686,537
New Zealand	4,061,961				18,111			18,111
Nicaragua	1,153,846		41,541	41,541		74,181		115,722
Norway	3,734,179	1,314,666	1,218,666	2,533,332		1,333,667		3,866,999
Panama	834,618		30,030	30,030		84,881		114,911
Peru	5,311,533	1,218,666		1,218,666		33,333		1,251,999
Portugal	4,438,241	3,487,302	184,751	3,672,053		133,731		3,805,784
Saudi Arabia	1,837,130	53,333	147,444	200,777		178,844		379,621
Switzerland	4,830,128					3,878,311		3,878,311
Un. of S. Africa	11,923,413				2,000,000	2,888,000		4,888,000
U. K.	177,807,918	5,418,000	1,218,312	6,636,312	11,707,554	1,851,111		20,194,977
Venezuela	5,380,854		442,440	442,440		3,741,448		4,183,888
Other signatory countries	34,682,271							
Total	388,283,588	32,507,344	9,418,113	41,925,456	20,313,338	28,722,716		91,774,804
Guaranteed quantities remaining unpurchased								
Balance								

*Sales confirmed to CCC through Jan. 11.
†Sales recorded by Wheat Council through Jan. 11.
‡France and Uruguay are each charged at separate dockets. Spain has confirmed no sales against a quota of 1,837,130 bu. Finland has recorded the sale of 1,241,331 bu. to the Netherlands against its quota of 3,704,814.

$3,370 Million Invested in Price Support

WASHINGTON — Ralph S. Trigg, president of the Commodity Credit Corp., U.S. Department of Agriculture, reported Jan. 18 that $3,370,190,000 was invested in CCC price support program loans and inventories as of Nov. 30, 1949, and that the corporation sustained a net realized loss of $64,713,000 in carrying out this program during the current fiscal year through November. (The net realized loss on the CCC price support program for the fiscal year ended June 30, 1949, was $254 million.)

Of the total investment of $3,370,190,000, loans outstanding totaled $1,658,094,000 (including $611,675,000 of commodity loans held by lending agencies, $899,210,000 held by the CCC and $140,209,000 of loans approved but not fully processed) while inventories acquired under loan, purchase agreement and direct purchase operations represented an investment of $1,712,096,000.

Grains Head List

Price support operations in four commodities accounted for the bulk of the loan total. These commodities, the quantities of collateral pledged, and the loans outstanding, were as follows:

Wheat, bu.	259,518,874	$ 285,833,561
Corn, bu.	345,734,418	497,442,734
Cotton, bales	1,442,488	222,376,127
Tobacco, lb.	183,581,733	149,744,153
Other		194,858,824
Total		$1,350,191,399

Included under "other" above were loans on flaxseed, peanuts, soybeans, potatoes, barley, dry edible beans and peas, grain sorghum, oats, rice, rye, rosin, turpentine, American-Egyptian cotton and cottonseed. In this group, the largest amount of loans on any one commodity was $36,955,293 on barley.

Items in the inventory of the CCC as of Nov. 30, the quantities involved, and the cost, were as follows:

Cotton, bales	3,747,989	$ 826,243,680
Wheat, bu.	175,952,484	420,944,943
Linseed oil, lb.	245,817,858	108,607,244
Flaxseed, bu.	14,894,196	83,856,958
Dried eggs, lb.	48,344,745	88,317,384
Corn, bu.	44,291,121	87,478,195
Wool, lb.	78,739,814	58,848,838
Butter, lb.	94,688,441	58,301,619
Dry edible beans, cwt.	4,881,539	42,836,894
Barley, bu.	24,589,423	34,317,634
Dried milk, lb.	161,314,750	25,346,489
Other		87,542,843
Total		$1,712,584,747

"Other" items in inventory included American-Egyptian cotton, flax fiber, cottonseed, cheese, peanuts, soybeans, dried fruit, potato starch, potatoes, dry edible peas, grain sorghum, oats, rice, rye, hay and pasture seeds, turkeys, rosin and turpentine, the largest of which was grain sorghum with a cost value of $18,674,946.

The net loss in carrying on the CCC price support program in the first five months of the fiscal year was realized largely on peanuts, wheat, grain sorghum, potatoes and corn.

$4,750 Million Limit

The CCC is authorized to have total borrowings outstanding and obligations to purchase loans held by lending agencies at any one time of $4,750 million to carry on its various programs, including the price support program. As of Nov. 30, 1949, the CCC had in use $3,018 million of its statutory borrowing authority, i.e., actual borrowings totaled $2,405 million and obligations to purchase commodity storage loans held by lending agencies amounted to $613 million. This left a net statutory borrowing authority available of $1,732 million.

In addition other current operating obligations of the CCC amounted to $494 million, some part of which may be liquidated by the use of borrowing authority. These current operating obligations included purchase agreements amounting to $172 million and loans in process amounting to $140 million, as well as other current liabilities consisting of accrued liabilities, accounts payable and commitments on storage facility loans.

The corporation has a paid-in capital of $100 million and at times it receives advances from purchasers of commodities. These funds, of course, reduce the amount of borrowings necessary for the corporation to carry out its operations.

MINNESOTA GROUP PLANS FLOUR ENRICHMENT AID

MINNEAPOLIS — The Minnesota Nutrition Council voted Jan. 23 to sponsor a bill to be introduced at the 1951 session of the Minnesota legislature which would provide for enrichment of all wheat flour and bread sold in the state.

Mrs. Clara Oberg, Ramsey County 4-H Club leader, is chairman of the council which includes in its membership representatives of women's clubs, dietetics associations, and other organizations primarily interested in health and nutrition.

The council plans to conduct a statewide educational campaign to gain support for the proposed measure.

Minnesota is among the 22 states which does not require enrichment of wheat flour and bread.

BUYS INDIANA ELEVATORS

DARLINGTON, IND. — Harry Youst has bought the Farmers Feed & Grain Co., including the Darlington and Bowers elevators.

Mill Workers Ask Federal Aid in Employment Loss

PORTLAND, ORE. — The labor-management committee of Portland and Local 61, American Federation of Grain Millers (AFL), wants Congress to do something about restoration of the export markets for U.S. flour. The two groups recently joined in an appeal to Congress because of a sharp loss of employment in the milling industry in the Pacific Northwest.

The employment loss is the result of shrinking export markets, the petitioners said. Maintenance of freight rates unfavorable to the milling industry in this section also was cited as a reason for the decline.

In a letter addressed to Senators Guy Cordon and Wayne Morse of Oregon and Rep. Homer D. Angell, Jack L. Jennings, director of the labor-management committee, declared the export of flour from the Pacific Northwest has declined 54% between 1947 and 1949.

He quoted A. L. Stevens, business agent of the mill workers' union, regarding sharp declines in employment in the industry, a matter of 21% in Oregon alone between 1946 and 1948. Figures for 1949 were not available.

Mr. Jennings proposed that Congress set up a general export subsidy to apply outside the International Wheat Agreement countries, or to make wheat from government-owned surpluses available to export millers at prices comparable to those current in Canada and Australia.

He said Canadian mills can sell flour in Philippine Islands markets for 84¢ a sack below the U.S. figure.

A statement by H. W. Taylor, vice president and general sales manager, Centennial Flouring Mills Co. and president of the North Pacific Millers Assn., accompanied the petition. Mr. Taylor's statement said that "we simply ask to be put on an equal basis with Australia and Canada."

FIVE ACTIONS INVOLVING BAKERY GOODS REPORTED

WASHINGTON — Dispositions of five cases involving adulteration of bread and other bakery products were reported in a recent issue of Notices of Judgment Under the Federal Food, Drug and Cosmetic Act. The cases were instituted in the U.S. district courts by U.S. attorneys acting upon reports submitted by the Federal Security Agency.

The dispositions, involving fines and destruction of the products, were made between Nov. 28, 1947, and April 11, 1949.

Wheat Pact Sales

(Continued from page 9)

category below the 12½% requirement. On the basis of this information, it is believed that, when ECA does authorize flour for Holland, it will not necessarily authorize exactly 12½% of the recent wheat procurement.

Another item of importance to millers and the wheat pact is the information that the Italians have been granted permission to buy 72% extraction flour. This procurement had been held up through a controversy between ECA and the Italian buyers. ECA officials had taken the position that Italy should be required to buy either an 80% straight extraction or an 80% blended flour, unless it could justify its request for the 72% extraction flour. ECA officials took their position on the grounds that an 80% extraction blended flour would provide an adequately nutritious flour at a lower price. Now that ECA has formally notified the Italian Technical Mission of its decision on the 72% extraction request, it is expected that L. Caicagno of the Federation of Italian Farmer Cooperatives will seek offers this week. It is understood that he has already received reports on flour samples submitted to his government and that only 13 sellers have qualified.

The U.K. entered the domestic flour market last week and bought flour in terms of wheat equivalent of 1,136,516 bu. This represents roughly the 12½% flour requirement in the ECA funds which will be spent this fiscal year by the nation for U.S. wheat. It is understood that the U.K. in its wheat buying last week under ECA grants, took hard winter wheat from two U.S. exporting sources. Continental Grain Co. and Leval & Co. are reported as the two sellers.

Other information relating to the wheat pact has been obtained by The Northwestern Miller from ECA overseas officials. In connection with France, it is stated unequivocally, that, barring some unforeseen contingency, France will be able to meet its guaranteed export sales of 3,306,934 bu. for this crop year. Approximately one third of this quota has been completed. An ECA official stated that the final French wheat outturn for the crop year would be close to 9 million tons, which is seen as clearly removing France as a claimant for wheat imports for the balance of this ECA fiscal year.

Doubts that Italy would require all of its 40,418,070 bu. wheat under its wheat agreement purchase guarantee were also dispelled by this official. He stated that the great intangible in Italian wheat requirements is the capacity of the Italians to consume wheat products. He believed that Italy would take its full quota. It is likely that the most of the Italian wheat requirements under the IWA will be filled from the U.S. this year, thereby adding a potential additional 40 million odd bushels to the U.S. guaranteed sales quota.

Philippine Buying Seen

The prospect that the Philippines will ratify the wheat agreement when its national legislature convenes in February will open another outlet for flour and sales to be registered under the pact. However, it has been said that the annual quota for the Philippines will be reduced to 5/12 of the original 7,201,067 bu., or slightly more than 3 million bushels. Presumably, this revision of the Philippine quota would be reflected in compensatory reductions in the guaranteed exports sales by the exporting nations.

With the conclusion of import quotas by some of the IWA nations, a question has arisen over the prospect of additional quantities for these nations under the wheat pact terms. Recently Ceylon and Haiti increased guaranteed import quotas. This question is provoked in milling circles since the companies face competition from the Class 2 wheat from Canada. Currently Charles F. Brannan, secretary of agriculture, is studying a request from a Millers National Federation committee urging the establishment of a subsidy outside of the wheat pact to meet this competition.

The problem confronting the importing nations in regard to a quota increase is not any objection on the part of the exporters but rather the requirement that any increased quota would be binding for the full life of the present agreement terms. As long as Canadian Class 2 wheat is available, it seems unlikely that these countries would want to make a four year comitment at this time. Next year or later it is likely that the International Wheat Council would welcome the addition to import guarantees. Consequently, it is improbable that the importing countries will make any gesture to increase their quotas now. Any sharp advance in market prices for wheat would, on the other hand, strengthen the position of the exporters and make them less willing to expand import quotas. When the wheat agreement was ratified by the representatives of the concurring nations, it was felt that with few exceptions that the importing nations generally understated their requirements in order that they would be free to fill other trade obligations to buy wheat or flour outside the pact.

U.S. Quota

With the unfilled balance of the U.S. guaranteed sales of about 126 million bushels remaining to be purchased, it is seen that the U.S. quota can be lifted this year now that the Italian problem appears to be solved. However, the U.S. quota will be not because of the availability of ECA money since the open import quotas are largely in ECA nations as far as U.S. exports are concerned. Canada can look to unfilled sales to the U.K. of approximately 135 million bushels —which, on the basis of latest consolidated registered sales reports, leaves it with the problem of finding outlets for an additional 35 million bushels under the IWA. Inclusion of Germany and Japan in the wheat agreement this year and a redistribution of export quotas would clearly assure the Canadians fulfillment of their export guarantee, barring, of course, the possibility of a widespread repudiation of import guarantees by nations subscribing to the pact.

Should Germany and Japan be admitted to the wheat pact, it is seen that even though there would be a redistribution of export quotas, wheat for these two nations must come from the U.S. since it is our funds which are paying for the wheat. Consequently, if Germany and Japan are admitted, some of the redistributed quota will give Canada access to other markets where we had anticipated sales. If such sales are made to ECA nations, this may cause a congressional outburst, particularly if ECA money is used to finance Canadian wheat exports. The U.K.-Canadian wheat contract financing by ECA is still an unpleasant memory on Capital Hill among wheat state representatives.

FEATURED AT MEETING—The featured speaker at the combined annual meeting of the Merchants Exchange of St. Louis and the St. Louis Milling & Grain Club was (standing) Richard Uhlmann, immediate past president of the Chicago Board of Trade and president of Uhlmann Grain Co., Chicago. Ray B. Bowden (center), executive vice president of the Grain & Feed Dealers National Assn., was toastmaster, and Eldred A. Cayce, retiring president of the exchange and vice president of Ralston Purina Co., delivered the annual report.

Brannan Reported Opposed to Soybean Acreage Controls

WASHINGTON — Over reported objections of U. S. Department of Agriculture officials at operating levels it is understood that Charles F. Brannan, secretary of agriculture, is unwilling to impose acreage controls on soybeans for the coming crop year. His advisors are believed to have recommended that a soybean acreage allotment of between 105 to 110% of the 1949 acreage be ordered.

According to informed sources, Mr. Brannan does not see the need of soybean acreage controls at any level since the government has not needed to buy beans in any appreciable quantity this year. He reportedly asks his advisors, "why must we impose soybean crop restrictions under these conditions?"

Acreage restrictions are already being imposed on wheat, corn, cotton and potatoes and it is believed that Mr. Brannan believes that this is enough at this time.

FLOUR SALES HOLD UP WELL; INTEREST CENTERS ON NEARBY

Domestic Business Spurred by Special Price Inducements; Export Markets Show More Promise of Increased Bookings

Substantial sales of flour are reported again this week from principal milling centers. Selling last week was rather aggressive, particularly in eastern markets, and buyers expanded their purchases quite readily when reductions from previously-posted list prices were circulated. With backlogs of orders on most mills' books down to around 45 days the effort to sell flour was stepped up considerably. Buyers generally remain very cautious, and bookings made were for relatively short-term needs. In spite of repeated demonstrations of the ability of the wheat market to rebound from temporary weak spells, many buyers cling to the hope that a drastic price slide will occur shortly.

EXPORT BUSINESS SHOWS MORE PROMISE

Export business was slow last week, but improvement was predicted for this week. The Italian Federation of Farm Cooperatives settled its differences with the Economic Cooperation Administration and said it would be in the market for 15,000 tons of 72% extraction flour. ECA had wanted the Italians to buy 80% extraction. Meanwhile, the Production and Marketing Administration is expected to buy soon for Austria, and Holland, with its new private buying policy cleared up, may soon be looking for maximum 50% ash flour. Norway purchased additional small lots of first clears, with the latest trading done at about $2.71 jutes, Gulf, after deduction of subsidy. Britain covered its inquiry for 9,000 tons of maximum 50% ash flour at a top of $4.02 f.a.s., jutes, New York.

SPRING SALES ABOVE 100% OF CAPACITY

Sales by spring wheat mills last week came close to duplicating the mark set the previous week when the total exceeded five-day capacity for the first time in several weeks. Sales averaged 111% of capacity, compared with 126.7% the preceding week and 46% a year ago. Fairly substantial bookings were reported following offers of flour at prices below the general range of quotations. Most of the buying was concentrated in the East, with interest in the Midwest indifferent. Buyers continued to watch quotations carefully, hoping for an opportunity to fill their needs at more favorable prices. Mills generally report reduced backlogs of business on their books, and the inducements offered last week were said to represent an effort to gain running time. Family flour business was unchanged, although directions were better.

SOUTHEASTERN SALES TOTAL UP

Bakery and family flour sales by Southwestern mills showed additional improvement last week, bringing the volume above that of the previous week. Sales averaged 86% of capacity, compared with 78% the preceding week and 34% a year ago. However, low backlogs of orders at the mills contributed to a considerable amount of bakery flour selling at the lowest values of the crop year. Bakery and grocery chains and some independents booked an increased number of fair-sized round lots. The total volume of bookings was good compared with recent weeks. Family flour business was light, and jobbers and grocers did not make bookings much beyond 30 to 45 days.

BUYING IN EAST REPORTED SPOTTY

Flour sales were reduced at New York, the buying of the previous week having given bakers and jobbers a sufficient backlog to enable them to postpone further bookings. Buying was confined to small lots, and even some price inducements failed to boost sales substantially. Shipping directions slowed. There was some buying interest at Buffalo, although bakeries and wholesale houses continued operating on limited inventories. Sales to bakeries held to a steady level, while family flour volume was reported good.

Very little flour changed hands at Philadelphia last week, continuing the dull business reported for several weeks. Buyers were extremely cautious, indicating that they expect a major price break. However, stocks in most establishments are low. Bakers expressed disappointment over the reduced demand for their products. Despite the generally admitted low inventories in baking establishments, buyers in Boston continued to delay buying anything beyond small lots of flour. Bakers say that their business, particularly in sweet goods lines, is poor, and they indicate that their materials cost will have to be lower in order for them to stimulate purchasing with lower prices on their products. Extreme dullness prevailed at Pittsburgh last week, although a few wholesale bakers bought moderate amounts of spring wheat patents. Family flour sales continued good as striking coal miners apparently spent their limited funds for flour for home baking.

At Buffalo sales increased as bakers began to replenish inventories. Strong interest is apparent, but buyers' ideas are well below mills' quotations. Shipping directions are satisfactory.

CENTRAL STATES TRADE BETTER

A slight improvement in flour sales was noted at Chicago, but buying still was confined to relatively small lots. The number of these orders, however, was larger, and business also included some bookings up to 10,000 sacks or larger. Buyers say they want further reductions in prices before they will book substantial quantities. Directions were good. Demand at St. Louis was reported generally light, but there were scattered sales of both family and bakery flour, mostly for prompt and 30 days' shipment. Central states mills' sales were fair, although demand was spotted. Shipping directions were good, except on the lower grades.

FLOUR INQUIRY BROADER IN SOUTH

A better volume of inquiries was reported in the South, although actual buying did not expand in direct proportion. At New Orleans the discrepancy between buyers' and sellers' ideas on prices was said to have acted as a brake on new bookings. Buying was spasmodic. Hard winters sold better than other types, although a slight pick-up in sales of springs was noted. Interest in soft wheat flours from the central states was better, but other types are moving slowly. Bakers complained of declining sales volume in both sweet goods and bread.

FLOUR PRODUCTION SHOWS SLIGHT DECREASE

Flour production shows a decrease of 12,303 sacks from the preceding week. Output of the mills reporting to The Northwestern Miller, representing 72% of the total flour production in the U.S. during November, the latest month for which census figures are available, amounting to 3,231,054 sacks, compared with 3,243,357 in the previous week and 4,067,655 in the corresponding week of a year ago. Two years ago the figure was 3,752,775 and three years ago 4,181,698. Flour production increased 37,000 sacks in the Southwest from the previous week and 1,000 in the Central and Southeast, while production decreased 2,000 sacks in the Northwest, 44,000 in Buffalo and 5,000 in the North Pacific Coast.

PACIFIC N.W. TRADE IMPROVES SOME

Some buying by the domestic trade in the Pacific Northwest improved milling operations at Portland. Interest developed on wheat market declines, and a number of buyers replenished their inventories of flour. Export business, however, showed no improvement, with the Philippine and Chinese markets virtually closed.

Detailed reports of sales activity in the principal flour markets in the U.S. will be found on page 37.

DISTRESS OFFERINGS CUT MILLFEED PRICES

Bran in Weakest Spot as Demand Fails to Hold Up—Futures Interest Light

Millfeed markets remain easy as distress offerings continue to depress price levels. Quotations early this week were 50@$1 ton under the levels of a week earlier. Bran was showing particular weakness, with distress sales reported at about $2 ton under the posted quotations. Premiums are still being asked for forward delivery, but interest is lacking.

Hand-to-mouth formula feed buying was the rule in the Southwest last week. Demand for feed was slow to fair, and spotty. At certain times there was a fair run of sales, then the market would lapse into dullness. It is apparent that dealers are buying in smaller quantities and perhaps more frequently.

The main obstacles which prevent a normal expansion in demand are sluggish egg prices in relation to feed costs, the fear of another February commodity price slump and the lack of any severe weather in the Southwest thus far this winter.

The demand for poultry feed was fair to good. Some mills reported good sales of laying mash and note a slight pick up in starting feeds. It is still early in the season for any real demand for chick starters, but a few scattered points in the South are beginning to place some orders. Broiler feeds are in fairly good demand, and some replacement orders were received this week.

Hog feeds continue to sell in fairly good volume. Dairy feed demand is holding up rather well, but cattle feed sales are reduced to practically nil with the season over.

Formula feed buying is very limited in the Northwest, reflecting a general uncertainty about the future course of prices. News of the government's plan to dispose of surplus grains in midweek and the resulting slide in prices further intensified the caution displayed by dealers.

However, dealers' inventories are very low, and it is believed that even a mild upturn in markets would stimulate considerable buying interest.

The index of wholesale feedstuffs prices for the country as a whole, compiled by the Production and Marketing Administration, stood at 207.6 as of Jan. 17, down 3 points for the week. The feed grain index was 184.1, down 1 point.

Slight Pick-Up in Semolina Sales Recorded on Upturn in Wheat Cost

Sales of semolina and durum granulars continue limited, although some pickup in business followed a slight upturn in the market toward the end of last week.

Buying generally was confined to a car now and then for immediate shipment, with manufacturers of macaroni and noodle products apparently operating on short inventories. Sales last week were generally for 30 to 60-day needs.

Trade reports from the East say that demand for macaroni and noodles has improved considerably, although the pick-up in actual buying has been below trade expectations.

The limited new business in recent weeks has cut the backlog of orders on mills' books to an estimated 120 days running time, as contrasted with the normal backlog of about six months.

Premiums on top milling quality durum wheat strengthened during the week, reaching approximately 16¢ over May early this week. Light offerings continued to dominate the cash wheat situation at Minneapolis. Standard semolina was quoted 5¢ higher at $5.80@5.85 Jan. 23.

Durum wheat prices delivered at Minneapolis Jan. 21 were as follows:

DURUM PRODUCTS OUTPUT

Wheat Markets Show Firmer Tendency After Recession

Announcement of CCC Sales Policy Depresses Prices Temporarily; Export Business Gains

Wheat prices again are showing a firmer tendency following an unsteady period last week when coarse grain markets reflected the news of Commodity Credit Corp. plans to dispose of surplus commodities for export. Wheat prices turned downward in sympathy with corn but recovered rather quickly when the CCC move was reappraised. There was more spark in the export outlook and mill demand was fairly steady, which assisted in developing the stronger tone. Wheat futures prices early this week are higher through most of the list, with a 2¢ recovery noted on Kansas City March and May, a 1¢ gain recorded in Minneapolis May and a 1¼¢ hike for Chicago March.

Closing prices for wheat futures at leading markets Jan. 23 were: Chicago — March $2.16@2.16⅛, May $2.10⅝@2.10⅝, July $1.91¼@1.91¼, September $1.91¼; Minneapolis — May $2.14⅛, July $2.08⅛, September $1.95¼; Kansas City March $2.14⅝, May $2.07⅞, July $1.87⅝, September $1.87⅞.

Offers CCC Stocks

The biggest market news last week was the CCC's announcement that it was offering to private concerns 100 million bushels of corn, 13 million bushels of oats and 20 million bushels of barley for export at prices near the current market. The immediate interpretation placed on the news was that the CCC was preparing to dump its surplus stocks. Coarse grain prices immediately reflected this bearish feeling, and wheat values also moved downward. However, later appraisal of the news, noting that the government was unwilling to follow the market down on these offerings and that sales to Economic Cooperation Administration nations would not be included, reversed the trend somewhat.

Observers generally concluded that the move was mainly a political gesture, designed to show Congress that the CCC is trying to do something about liquidating excessive stocks of these commodities. Officials at the operating levels of the agency commented that it was doubtful that much of the grain would be sold on the basis proposed.

Wheat markets responded to expanded exports sales and promise of more of such movement. Exports last week were estimated at a total of 4½ to 5 million bushels, the largest week's business since the trade was returned to private exporters. Great Britain bought five cargoes of hard winter wheat and Norway took about 1 million bushels. Holland was given an ECA allocation of $12 million for the purchase of wheat, and Spain was reported to have made arrangements to spend a similar amount for U.S. and Canadian wheat, with Australia mentioned as another possible source. Italy was expected to be in the market this week for a substantial amount of flour.

The need for more moisture in portions of all southwestern states was stressed in official crop reports. Some soil blowing was reported in Kansas because of extremely dry topsoil. In Oklahoma moisture supplies are generally adequate except in the extreme northwestern area and the Panhandle.

Marketings of spring wheat increased somewhat during the week. Although receipts at Minneapolis were somewhat larger, daily offerings were only light to moderate. Demand, however, averaged slow and premiums strengthened slightly toward the close. Premiums in the 12⅛ to 13½% protein bracket were down about 2¢, and 3 to 4¢ lower in the 15% and higher protein bracket compared with week earlier. Marketings recently have been mostly of higher protein grain since such lots are the only kind to bring the support price or better. Ordinary wheat, now considerably below loan values, was withheld from the market by producers and further lots were reported placed under the support program. At the close, ordinary No. 1 dark northern spring was quoted 4@5¢ over the May price, which advanced ⅝¢ to close January 19 at $2.14⅛. Twelve percent protein brought 7@10¢ over; 13% 12@15¢ over; 14% protein 15@18¢; 15% protein 17@20¢ and 16% protein 22@25¢ over May. The average protein content of the hard red spring wheat tested at Minneapolis during the week was 13.76% and the durum 12.99%.

As in the case of bread wheat, durum premiums sagged early in the week but showed some strengthening toward close. A combination of light receipts and somewhat broader mill demand strengthened the trading basis. No. 1 and 2 hard amber durum, top milling quality, was quoted at 15@16¢ over the May; No. 1 and 2 amber, choice milling quality, 9@14¢ over; No. 1 and 2 medium milling quality, 3@10¢ over, and No. 1 red durum 10¢ under the May price.

The following table shows the approximate range of cash spring wheat values at Minneapolis, Jan. 21:

For Dry Sound Wheat

1 1/2@ 3/4 12.5%	$2.18⅝@2.24⅝
13.00% Protein	2.25⅛@2.28⅝
13.50% Protein	2.27⅛@2.30⅝
14.00% Protein	2.31⅛@2.34⅝
14.50% Protein	2.33⅛@2.36⅝
15.00% Protein	2.37⅛@2.40⅝

1¢ Premium for Heavy

Grade Discounts

Test weight—1¢ each lb. to 56 lb. Damage—1¢ each 1 to 3%; over 3%.

Southwest Demand Good

A good demand, especially for lighter test weights, advanced cash wheat costs at Kansas City in spite of a higher volume of receipts at the market. The heaviest arrivals since last summer were coming into Kansas City, swelled by CCC wheat which was going into storage or is replacing storage stocks already at the market. Ordinary protein of No. 1 dark and hard winter wheat is up 14@15½¢ over the May future, 12% protein is 14@17¢ over and 13% protein is 14@20¢ over. The May future advanced from a low of $2.04⅝ to close at $2.07⅛ Jan. 23. The range of cash wheat prices closed at $2.20⅛@2.34⅝ Jan. 23, compared with $2.17⅛@2.31⅝ a week ago.

The following table shows the approximate range of cash wheat prices at Kansas City Jan. 21, protein content considered:

No. 1 Dark and Hard	$2.18⅝@2.31⅛
No. 2 Hard and Dark	2.18⅝@2.31⅛
No. 3 Dark and Hard	2.18⅝@2.31⅛
No. 4 Dark and Hard	2.17⅛@2.28⅝
No. 1 Red	2.18⅝@2.31⅛
No. 2 Red	2.18⅝@2.31⅛
No. 3 Red	2.18⅝@2.31⅛
No. 4 Red	2.17⅛@2.28⅝

At Ft. Worth ordinary No. 1 hard winter wheat was reported selling Jan. 23 at $2.40@2.41 bu., delivered Texas common points. The premium for 13½ protein was 1¢ bu. Demand for export was good and offerings improved somewhat.

Pacific N.W. Trade Slow

Severe winter blizzard conditions prevailed throughout the Pacific Northwest last week, virtually stopping trading operations. Telephone and wire communications were badly disrupted, and cars were moving slowly from the interior. A few scattered cars sold at the low point of $2.18 bu., a cent higher than the CCC price. There was some interest among millers for higher protein wheats and rumors of some export interest, but the latter failed to develop. Up until Jan. 20 the CCC had not received any ship allocations for January, and CCC showed little interest in wheat. The agency took 100,000 bu. at $2.17⅛ bu. at midweek, but later CCC was only interested at $2.17, below current market quotations.

CURRENT FLOUR PRODUCTION

★ ★ ★ ★ ★

A Statistical Service Provided Continuously for Readers of The Northwestern Miller for More Than Half a Century

Flour production in principal manufacturing areas by mills reporting currently to The Northwestern Miller, with relationships of production to capacity and to the total estimated output of all mills in the U.S. expressed in percentages:

	Jan. 15-21, 1950	*Previous week	Jan. 16-22, 1949	Jan. 18-24, 1948	Jan. 19-25, 1947
Northwest	885,864	885,233	858,618	833,185	1,057,802
Southwest	1,231,158	1,234,976	1,340,763	1,336,843	1,348,458
Buffalo	336,350	371,813	448,008	336,977	439,415
Central and Southeast	624,172	630,810	685,533	648,163	690,673
North Pacific Coast	251,338	194,111	184,853	324,495	416,339
Totals	3,331,884	3,345,337	4,007,654	3,753,776	4,151,285
Percentage of total U.S. output	73	73	79	88	87

*Revised.

Crop year flour production

	Percentage of capacity operated in 6-day weeks					July 1 to	
	Jan. 15-21, 1950	Previous week	Jan. 16-22, 1949	Jan. 18-24, 1948	Jan. 19-25, 1947	Jan. 21, 1950	Jan. 22, 1949
Northwest	84	83	81	80	88	29,507,975	33,190,141
Southwest	77	78	86	87	103	35,908,481	44,783,736
Buffalo	83	93	107	86	80	13,753,207	16,154,760
Central and S. E.	87	87	94	89	75	24,870,863	28,583,653
No. Pacific Coast	58	45	155	89	113	7,346,888	10,183,719
Totals	73	73	91	87	93	84,726,514	108,814,809

SOUTHWEST
Kansas City

	6-day week capacity	Flour output	% activity
Jan. 15-21	468,720	324,348	69
Previous week	468,720	332,476	74
Year ago	464,720	435,955	104
Two years ago	378,820	288,118	87
Five-year average			91
Ten-year average			94

Wichita

	6-day week capacity	Flour output	% activity
Jan. 15-21	118,800	85,871	72
Previous week	118,800	85,147	72
Year ago	118,800	111,716	94
Two years ago	118,800	102,453	86
Five-year average			91
Ten-year average			91

Salina

	6-day week capacity	Flour output	% activity
Jan. 15-21	100,200	79,896	80
Previous week	100,200	79,896	80
Year ago	104,200	95,777	91
Two years ago	100,100	84,514	84
Five-year average			91
Ten-year average			88

55 Representative Mills Outside of Kansas City, Wichita and Salina

	6-day week capacity	Flour output	% activity
Jan. 15-21	1,901,100	1,354,971	74
Previous week	1,901,100	1,398,488	73
Year ago	1,901,400	1,843,829	94
Two years ago	818,100	843,880	96
Five-year average			93
Ten-year average			91

CENTRAL AND SOUTHEASTERN

Mills in Illinois Ohio, Michigan, Indiana, Kentucky, South Carolina, Tennessee, Virginia, Georgia and eastern Missouri

	6-day week capacity	Flour output	% activity
Jan. 15-21	760,644	624,172	82
Previous week	778,644	*630,810	81
Year ago	780,904	685,533	88
Two years ago	752,404	648,163	86
Five-year average			79
Ten-year average			78

*Revised.

NORTHWEST
Minneapolis

	6-day week capacity	Flour output	% activity
Jan. 15-21	341,300	287,105	84
Previous week	291,300	*287,244	99
Year ago	378,900	313,403	83
Two years ago	378,300	311,138	82
Five-year average			87
Ten-year average			91

*Revised.

Principal interior mills in Minnesota, including Duluth, St. Paul, South Dakota, Montana and Iowa:

	6-day week capacity	Flour output	% activity
Jan. 15-21	844,600	631,918	88
Previous week	844,600	*637,868	89
Year ago	842,400	536,853	64
Two years ago	806,500	594,396	74
Five-year average			71
Ten-year average			69

*Revised.

BUFFALO

	6-day week capacity	Flour output	% activity
Jan. 15-21	604,000	336,350	56
Previous week	604,000	*371,813	85
Year ago	604,200	448,008	107
Two years ago	603,200	336,977	90
Five-year average			85
Ten-year average			83

*Revised.

PACIFIC COAST

Principal mills on the North Pacific Coast:

Seattle, Tacoma and Interior Washington Mills

	6-day week capacity	Flour output	% activity
Jan. 15-21	243,000	187,682	83
Previous week	243,000	*151,183	62
Year ago	243,000	243,000	104
Two years ago	223,320	204,818	90
Five-year average			81
Ten-year average			78

*Revised.

Portland and Interior Oregon Mills

	6-day week capacity	Flour output	% activity
Jan. 15-21	133,400	74,268	55
Previous week	133,400	81,038	59
Year ago	140,400	121,773	86
Two years ago	140,635	132,449	94
Five-year average			84
Ten-year average			83

MILLFEED OUTPUT

Production of millfeeds, in tons, for the current and prior two weeks, together with season total of (1) principal mills of Nebraska, Kansas and Oklahoma and the cities of Kansas City and St. Joseph; (2) principal mills of Minnesota, Iowa, North Dakota and Montana, including Minneapolis, St. Paul and Duluth-Superior; (3) mills of Buffalo, N.Y. Production computed on the basis of 72% flour extraction.

	Southwest* Weekly production	Southwest* Crop year to date	Northwest* Weekly production	Northwest* Crop year to date	Buffalo† Weekly production	Buffalo† Crop year to date	Combined** Weekly production	Combined** Crop yr. to date
Jan. 15-21	35,335	749,752	13,287	418,279	10,584	335,783	49,206	1,493,845
Prev. week	34,582		113,006		11,415		148,588	
Two weeks ago	32,633		14,178		11,723		46,247	
1949	32,788	818,988	16,811	438,186	13,776	327,481	63,167	1,635,744
1948	36,559	814,464	14,760	518,656	15,809	393,706	68,876	1,751,482
1947	32,721	881,853	20,668	491,470	10,847	288,456	63,056	1,661,780
1946††	32,362	794,377	16,494	474,127	15,859	376,859	64,715	1,645,363
Five yr. average	34,548	838,852	17,124	481,818	13,379	346,869	57,648	1,648,574

*Principal mills, ***73⅛% of total capacity, †40 mills, ††80% extraction basis effective March 1 to Sept. 1, 1946; 81 lb. milfeed accepted as yield of 100 lb. flour. ‡Revised.

MICHIGAN MILLERS REVIEW CURRENT INDUSTRY TOPICS

Milton P. Fuller, King Milling Co., Lowell, Elected Head of State Association; Committee Named to Study Hidden Insect Infestation Problem

By DON E. ROGERS
Central States Manager
The Northwestern Miller

DETROIT—A review of the national legislative situation, the activities of family flour millers and a discussion of hidden infestation in wheat featured the 85th annual meeting of the Michigan State Millers Assn. meeting held at the Hotel Statler Jan. 20.

Milton P. Fuller, chairman of the board, King Milling Co., Lowell, was elected president of the organization for 1950-51. He succeeds Robert V. Harris, Harris Milling Co., Mt. Pleasant.

James R. Craig, F. W. Stock & Sons, Inc., Hillsdale, was elected vice president. J. A. Porter, Harris Milling Co., was reelected secretary-treasurer.

Nearly 50 representatives of Michigan mills heard Herman Steen, vice president and secretary of the Millers National Federation, summarize the national legislative situation and comment as to how the various proposals on domestic and international affairs now before Congress are likely to affect the milling industry.

Mr. Steen said that federation officials in Washington are predicting that the Economic Cooperation Administration will continue during the coming year, but on a reduced budget. He said that political observers in Washington believe that, despite the administration's clamor for repeal of the Taft-Hartley Act during this session, nothing would be done. The observers base their opinions on the belief that the Taft-Hartley measure will be used as campaign material prior to the coming Congressional election.

Expansion of the Social Security program has a fairly good chance of being approved, Mr. Steen indicated, and he added there may be some progress made toward a medical insurance program. There is little likelihood of increased taxes, he predicted. The past year's program of deficit financing seems likely to continue, in view of the administration's budget request of $42½ billion, Mr. Steen said.

Paul M. Marshall, vice president and secretary of the National Soft Wheat Millers Assn., reported on the recent action of that group in voting to sponsor a program designed to increase sales of family flour. (See The Northwestern Miller for Jan. 17, 1950, for a report of that meeting.—Editor.)

Milton P. Fuller

Mr. Marshall also gave a brief summary of a freight rate hearing which he attended in Chicago Jan. 18, at which milling and grain interests in the Pacific Northwest petitioned for reduced freight rates to the Central States region.

At a special dinner meeting Jan. 19, representatives of the millers' association and Michigan grain jobbers discussed at length the problems of insect and rodent contamination of wheat prior to arrival at flour mills. Consensus was that educational activities must be centered at the country elevator and farm levels to bring about improvement in grain quality.

A committee was appointed to work with the grain jobbers on grain sanitation problems. The committee includes Joseph F. Lackey, F. W. Stock & Sons, Inc.; C. D. McKenzie, McKenzie Milling Co., Quincy; Charles A. Knappen, Jr., Knappen Milling Co., Augusta, and Lisle Marshall, Lansing (Mich.) Grain Co.

Clarence L. Athanson, transportation specialist, Ann Arbor, described recent freight tariff decisions which affect Michigan mills.

Members of a newly elected executive committee of the state association are: King Doyle, King Milling Co.; Henry Cowgill, Amendt Milling Co., Monroe; Thomas Randall, A. H. Randall Mill Co., Tekonsha; Dudley K. Holmes, Chelsea Milling Co.; Willard H. Hagenmeyer, Henkel Flour Mills, Detroit; and Robert V. Harris.

Mr. Harris was presented with a bronze office desk set as a token of appreciation for his untiring efforts on association affairs.

The Michigan group elected Mr. Steen and Mr. Marshall to honorary membership in the association by unanimous approval of a suggestion made by Mr. Harris, the retiring president.

The millers were guests at two cocktail parties given by the Michigan Millers Allied Assn. prior to dinners on Jan. 19 and 20. Chris Christensen, Chas. Pfizer & Co., Chicago, served as chairman of the entertainment committee. The convention closed with a banquet and floor show.

Grand Rapids was mentioned as a possible location for the winter meeting next year, and Mackinac Island was suggested as the place for the summer gathering, but both locations are subject to action by the executive committee at a later date.

WILLIAM J. RAY NAMED HEAD OF MICHIGAN ALLIED ASSN.

DETROIT—William J. Ray, Remis Bro. Bag Co., Indianapolis, was elected president of the Michigan Millers Allied Assn., at the group's annual meeting, held in conjunction with the meeting of the Michigan State Millers Assn.

Mr. Ray succeeds R. C. Atherton, Victor Chemical Works, Chicago, and will serve for the coming two years.

Richard H. Ayers, Chase Bag Co., Toledo, was elected vice president, and Earle A. Tomes, Monsanto Chemical Co., Detroit, was reelected secretary and treasurer.

MILLFEED OUTPUT

Millfeed production by mills in the Northwest, the Southwest and at Buffalo, representing 75% of the combined flour milling capacities of those areas amounted to 49,330 tons last week, according to figures compiled by The Northwestern Miller. Production for the current week compares with an output of 49,566 tons in the week previous and 61,157 tons in a similar period a year ago. Crop year production to date totals 1,493,805 tons as compared with 1,685,796 tons in the corresponding period a year ago.

Bullis Sees Good Year Ahead in the Food Field

MINNEAPOLIS—Commenting for the Commercial & Financial Chronicle upon the outlook for business in the food field, Harry A. Bullis, chairman of the board of General Mills, Inc., says flour milling and the food industry in general can look forward in 1950 to a fortunate combination of circumstances as reflected by ample supplies of raw materials, generally stable commodity markets and prosperity among the principal suppliers, farmers.

"Consumption of food," says Mr. Bullis, "continues high. When people have good incomes, they want more meat, and more dairy and poultry products. High demand for these products permits the farmer to feed his surplus grains profitably, and so contributes to farm prosperity.

"Our heavy industries, including construction, pay high wages, and therefore the workers in those industries are the farmers' best customers. The outlook for construction, steel, automobiles and other durables is very good as we enter the new year. These high-wage industries are the keys to prosperity, and as long as they have full employment and full operating schedules there will be a good market for food and other consumer goods.

"About one sixth of our working population is engaged in agriculture. This means that five sixths earn their livelihood in industry, trade, services and professions. It is evident, therefore, that the prosperity of the agricultural population is dependent to a large extent upon the prosperity of the other five sixths."

Our Expanding Economy

Mr. Bullis emphasizes that industrial prosperity is essential to the country's welfare. The American people, he says, need to realize that they have a tremendous interest in keeping industry growing and in providing incentives for business to expand. Industry must be prepared to employ an ever-increasing labor force. To accomplish that, it is necessary for industry to keep growing, building more plants, enlarging its facilities and supplying new products and services.

"In the year ahead," Mr. Bullis concludes, "the market potential for basic goods, and particularly for foods, should be at least equal to that of any prior year. There will be new mouths to feed, and the record number of youngsters added to our population during the past decade will be a year older.

"The demand for better foods is growing with the constantly rising level of income and education. Stability of food prices will help to make it possible to satisfy that demand even more completely.

"Assuming that public and business psychology will continue to be optimistic, I do not look for any broad-scale economic reverses or widespread unemployment which would reduce food consumption. Rather, there is every reason to believe that the volume and quality of foods consumed in the U.S. will reach a new high in 1950."

Low Inventories Significant

Writing for Commercial West, a bankers' magazine, Mr. Bullis finds significance in lower inventories. He says:

"One of the significant developments during 1949 was a reduction in the total sales of the nation, more commonly called our 'gross national product.' During the last quarter of 1948, the American economy produced at the peak rate of $270 billion per annum. By the third quarter of 1949, the annual rate had declined about 5% to $256 billion. The reduction resulted largely from decreased inventory accumulation. Retail trade for both years was approximately equal. This means that the American people actually consumed more than they produced in 1949, though the dollar value of their purchases declined slightly with the lower price trend.

"Thus we find that the reduction in gross national product was not caused by great changes in the purchases of consumers, government or overseas buyers. The decline was chiefly attributable to the cautious attitude of business. In the early months of 1949, high inventories seemed much less desirable than they had in 1948. The lower rate of inventory accumulation accounted for most of the mild business recession which characterized the first half of last year. This flexibility in business psychology has established a promising condition for 1950.

"The declines in prices and inventories of 1949 mean that more goods can be sold at lower prices this year. The replenishment of inventories will require larger gross output. The results should be lower unit overhead and good employment. Another significant factor: larger output and lower prices give labor the largest single annual increase in real wages since the end of the war."

CCC GRAIN SALES CONTROL IN SOUTHWEST TO DALLAS

DALLAS, TEXAS—The Commodity Credit Corp. and Production and Marketing Administration are transferring control over selling and shipping price-supported grains in the Southwest from the Kansas City to the Dallas offices of the two Department of Agriculture agencies. The transfer probably will be completed by Feb. 1. Affected are Texas, Oklahoma, New Mexico, Arkansas and Louisiana.

Photographic pose suggested by the "Song of the Lark," painted by M. Jules Breton, 1861.

Shall Our Song of Freedom Be Stilled?

A work-weary girl pauses as she hears the "song of the lark," and forgets some of the world's suffering and tears.

For every American the "song of the lark" is our glorious song of *freedom*.

But there are dangerous faint hearts in our midst who would still the song that is our salvation. Weak in the battle of progress they would lead us along the paths of "isms" and "plans" and "welfare states"—all innocent-sounding names for Socialism.

There is no real strength, no lasting dignity except that vested in the individual and his complete *freedom* to fight through to triumphs. Call it our American *incentive* system if you will.

If we are too weak to stand on our own legs and fight, then we deserve to suffer the defeats of the weak—the defeats of those other peoples of the world who have listened to the siren songs of the "isms."

Let us be men and women. Let us prove we're still virile enough to withstand a few wounds that we may be rewarded with a lasting freedom.

Under our American system, we at Cargill have greater incentive to do a better job for you. We have the freedom to devise better methods of handling your grain—to develop better seeds for you to plant—to make better feeds for your livestock and poultry.

Now is the time for all of us to show strength—to work hard at perfecting our American plan that we may continue to be blessed with the song of freedom.

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OFFICES IN MINNEAPOLIS AND 35 OTHER CITIES

Congressman Turns Heat on CCC for Business Inefficiencies

By JOHN CIPPERLY
Washington Correspondent of
The Northwestern Miller

WASHINGTON—Information that a relatively small country elevator had been waiting more than eight months to receive $7,000 due it from shipments of grain to the Commodity Credit Corp. has aroused Rep. Joseph P. O'Hara (R., Minn.). Mr. O'Hara is on the warpath against reportedly widespread and gross inequities which have occurred against grain elevators as the result of mismanagement at CCC field offices.

Mr. O'Hara said last week that scores of complaints received at his office reveals that the particular instance mentioned above is not an isolated example but frequently the case where country shippers have consigned grains to CCC. Contributing to the inefficiency of the CCC field offices is the fact that the country shipper is denied the use of terminal commission merchants to protect his interest on shipments of CCC grain stocks when they are ordered out of country stations for movement to terminals.

The Minnesota congressman displayed copies of correspondence from all classes of country shippers, private and cooperative, indicating to him that the CCC inefficiency went right across the board without regard to the shipper.

Involve Many Abuses

The negligence on the part of the CCC field offices involves many types of abuse of the country shipper's rights, this correspondence disclosed. Abuses of inexcusable nature are also shown. For example, one country station reported that in July it shipped two cars of oats to CCC and received grades and weights showing that each car was short 950 pounds. Yet CCC failed to send the paid freight bill to this shipper, preventing him from filing a shortage claim with the carrier. This condition was six months old at the time it was reported to the congressman.

An end to these abuses is forecast now that these country shippers have appealed to congressmen like Mr. O'Hara who are familiar with these problems. Heretofore the country shippers have entered complaints with regional CCC offices without remedy. There is a strong suspicion that these complaints have been buried at the regional offices and have not been forwarded or reported to CCC headquarters here. One CCC official here reported that it had not received any complaints from country shippers regarding the exclusion of terminal commission merchants from the CCC grain movement.

However, in a communication to Mr. O'Hara one shipper says, "Our experience to date in shipping grain directly to CCC has not been satisfactory. We feel that CCC is very inefficient to handle all this grain. We also believe that CCC grain should be shipped to commission merchants. They have had the experience of handling grain for over 50 years. We feel that if they handled the grain, we would have had all the foregoing problems settled in two to three weeks from the time of shipment."

This shipper reported problems such as nonreceipt of payments for grain for over eight months; failure of CCC to deliver paid freight bills and failure to order out commodities held at this country station although storage tickets had been sent to the elevator.

Cites Example

When informed that the complaints of the country elevators concerned grain owned by CCC, Mr. O'Hara pulled out one of the typical complaints received involving a cooperative elevator and inquired as to what difference it made who owned the grain involved in this particular case.

This letter to the congressman read as follows: "I am very much dissatisfied with the method the CCC is handling out grain shipped to their account. I have grain that has been shipped for six months and as yet I have no return on the cars, and in all but one car I have not received any money. I find it very hard to run our elevator under such service as we have been getting from CCC."

A closer examination of this complaint showed that the shipments of grains to CCC account in question dated back as far as June 13, 1949, and on Dec. 17 this cooperative elevator received payment on only one car of grain shipped to CCC.

Rep. O'Hara said that the correspondence he revealed could be multiplied many times. He charged that the alibi that since it was only CCC grains involved there was no need for participation of a terminal commission merchant was certainly exploded by the foregoing complaint. "Certainly," he declared, "a terminal commission merchant could prod the regional CCC offices into action. There should be no excuse for the failure of CCC to expedite payments to small country operators who are performing direct services for the government."

The operations of CCC almost prove a studied effort to delay payment for services rendered, the information at the O'Hara office shows. Another past due account for services rendered to CCC by a country elevator involves $1,552.75 due since May 25, 1949. It had not been paid Jan. 5, 1950. No private concern operating under such conditions could stay in business, it is asserted, but CCC can continue to ignore these legitimate complaints on the part of country elevator operators, cooperative and private.

This is not a matter of discrimination between cooperative or private country elevators, the Minnesota congressman explained. It is a matter of inefficiency and disregard for the needs of these small businessmen and the responsibilities of CCC to small businessmen dealing with it.

Once these extraordinary conditions were revealed to Mr. O'Hara he consulted with his congressional colleagues, August H. Andresen and Carl Anderson, both Republicans from Minnesota. They also reported similar complaints in regard to the handling of CCC grain. At that point the congressional group called William McArthur, associate director of the PMA grain branch, to their offices to explain how these conditions could occur. It was not believed on the basis of Mr. McArthur's appearance that these complaints had ever reached him, and he promised the congressmen that he would investigate and see that corrective measures were taken to end these abuses.

Writes Explanation

Later it was learned that the CCC boss, Ralph Trigg, had written to one of the Minnesota congressional group in an effort to excuse the derelictions of his regional offices. He said that the offices had been swamped with a work load they were unable to process and that they had been compelled to work new and inexperienced employees into trained work crews at the regional offices with the result that errors had occurred.

On the other hand he attributed part of the troubles to the failure of country shippers to comply with government procedures on these grain shipments. This statement hardly seems to explain the failure of the government to settle long past due accounts nor does it answer the request for the inclusion of terminal commission merchants to protect the legitimate interests of the country shippers even though the grain shipments involved are those of CCC.

On other sectors it is learned that the country shippers are building up substantial records of abuses at the hands of CCC and this material will be in the hands of the terminal commission merchants when the discussions of the uniform grain storage agreement are started later this month between the shipping and storage branch officials of PMA and trade representatives.

Rep. O'Hara said that he did not intend to let the matter drop with the promises made him by Mr. McArthur. He expressed his determination to follow through and see that all interests receive equal and prompt attention to their problems in their dealings with CCC. Mr. O'Hara expressed sympathy with the plight of the terminal commission men and declared that the complaints he had received from the country shipper appeared to build up a substantial claim for consideration by CCC on future grain shipments for that agency's account.

READY FOR GRADUATION—Frank E. Huddleston, a senior student in the department of milling industry, Kansas State College, Manhattan, is shown discussing employment possibilities with R. I. Throckmorton, dean of the school of agriculture. Mr. Huddleston, a World War II veteran from Hoisington, Kansas, will finish his schooling at the end of January and will choose between two job offers in private business. Dr. J. A. Shellenberger, head of the milling school, states that the job situation for the 1950 graduates of the school has not changed materially since last year. Twelve students will be graduated at the end of the winter term and all have accepted job offers or have offers available. Beginning salaries, ranging from $2,800 to $3,000 a year, are approximately the same as last year, Dr. Shellenberger said.

MIDWEST SECTION, AACC, GETS REPORT OF HEARING

CHICAGO—A summary of testimony presented during the bread standards hearing in Washington was given to the members of the Midwest Section, American Association of Cereal Chemists, at the group's January meeting.

Victor E. Marx, American Dry Milk Institute, Inc., who was present throughout the hearing presented the summary. He illustrated his report with slides from original photographs taken during the hearing. Each of the major proposals was described in brief and the principal objections as reflected in the cross-examination of witnesses was also presented.

The meeting was conducted by C. M. O'Malley, American Dry Milk Institute, Inc., chairman of the section.

The section voted to hold its March meeting March 13, rather than on the regular date of the first Monday of the month, because of conflict with the annual meeting of the American Society of Bakery Engineers. The section also voted to sponsor the usual luncheon for cereal chemists during the ASBE convention. The luncheon will be held at the Edgewater Beach Hotel, March 8.

NAMED TO SEARLE BOARD

WINNIPEG — A member of the staff of the Searle Grain Co., Ltd., for 35 years, Morton Miller has been appointed to the board of directors of that firm. The appointment was announced last week by S. A. Searle, president of the company.

American Ace

—A superior bread flour, milled in one of the West's very finest flour mills.

American Flours, Inc.
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We specialize in designing and engraving for Millers and the Grain Trade
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BAKERY FLOUR
MORTEN MILLING CO.
Dallas, Texas

Germans to Put ECA Grain Imports in Private Hands

LONDON—The Germans are planning to put imports of grain through the Economic Cooperation Administration in the hands of private traders. Some proportion of the imports may be in the form of flour, it has been indicated.

Beginning in March about 90,000 tons of feed grain and some wheat are to be bought by individual importers as a trial and to gain experience. If this experiment proves successful, a complete changeover is scheduled by June 30, it has been announced.

Offers are to be f.o.b. basis New York, accompanied by offers for freight. The situation at present is confused because importers have not been completely informed as to the details of the method to be followed.

AOM GROUP TO HEAR ABOUT CAR UNLOADING MACHINERY

New developments in grain unloading and loading equipment will receive consideration at a meeting of the research committee, Association of Operative Millers, to be held in Kansas City March 9-10.

The committee held a meeting in Minneapolis Jan. 12-13 and it was agreed that its attention should be given to the problem of unloading wheat and other grains from boxcars.

Manufacturers of grain-handling equipment and machinery who wish to appear before the committee should make arrangements with Donald S. Eber, executive secretary of the association. His office address is 639 Board of Trade Bldg., Kansas City 6, Mo.

Roy K. Durham, director of the department of quality control, Pillsbury Mills, Inc., Minneapolis, who is chairman of the research committee, emphasized that all manufacturers who wish to discuss their new developments with the group are welcome. He said that the meeting is not an "invitation affair," but is open to all manufacturers. Each manufacturer will be allotted time for private discussions with the committee.

EARL GEHRING ELECTED BY CLEVELAND BAKERS

CLEVELAND—Earl Gehring was elected president of the Associated Retail Bakers of Greater Cleveland at the annual meeting of the group Jan. 10.

Other officers elected included: Leo Palda, vice president; James Horejes, treasurer, and Jonas Klein, corresponding secretary. Newton Davis was reelected secretary. Mel Burns, Red Star Yeast & Products Co., and John Houska, Lever Bros. Co., were elected to the board of directors.

Mr. Gehring outlined the goals to be attained in 1950 and appointed a general committee for that purpose. The president, vice president, secretary, John Houska and Mel Burns are members of the committee.

HATHAWAY TO PAY 25c

BOSTON—The board of directors of Hathaway Bakeries, Inc., has voted a regular quarterly disbursement of 25¢ a share on the common stock. The dividend is payable March 1 to stockholders of record Feb. 21.

ARE FAMOUS FOR GOOD BAKING!

AGAIN this year Nebraska wheats are setting records for good baking quality. Over 98% of acreage is in wheats rated good to excellent in milling and baking characteristics. Ninety per cent is in just four varieties—Cheyenne, Turkey, Nebred and Pawnee—all desirable wheats. Nebraska quality is protected by the work of the Nebraska Wheat Improvement Association. You can buy Nebraska wheat with confidence. Let us handle your requirements. With nearly 3,000,000 bus. of terminal elevator space and 200 affiliated country elevators we are well equipped to serve you on wheat and feed grains.

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Elevator A—Omaha
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Elevator B—Fremont
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OPERATING FIFTEEN COUNTRY ELEVATORS AND SUBTERMINALS WITH A STORAGE CAPACITY OF A MILLION BUSHELS

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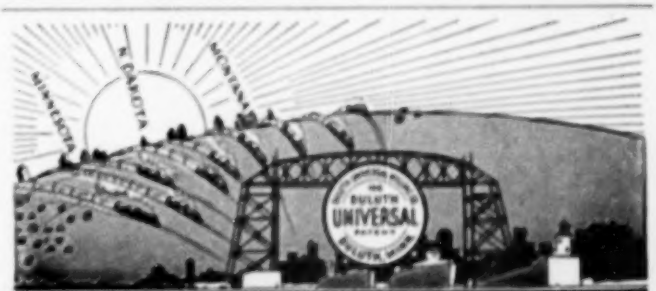

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The only mill in this great terminal market, Duluth Universal consistently offers you a
BETTER SPRING WHEAT FLOUR

DULUTH UNIVERSAL MILLING CO.
Duluth, Minnesota

MNF Group to Aid in Planning Milling School Research Program

MINNEAPOLIS — Charles Ritz, president of International Milling Co., Minneapolis, and acting president of the Millers National Federation, has named a committee of three federation representatives to consult with officials of Kansas State College regarding a research program to be conducted by the college's department of milling industry.

Members of the committee named by Mr. Ritz are: John M. Cain, Midland Flour Milling Co., Kansas City; Elmer W. Reed, Flour Mills of America, Inc., Kansas City, and Herman Steen, vice president and secretary of the federation.

For the past several years the federation has been giving the milling school financial assistance in order that its 130-sack mill could be modernized and equipped with machinery similar to that used in commercial mills. This modernization program was undertaken about two years ago and manufacturers of milling machinery and equipment cooperated wholeheartedly by either lending equipment or making it an outright donation to the department.

Eugene F. Farrell, milling technologist on the milling school staff, said recently that the modernization program is near completion and it is expected that the mill will be ready for a try-out about Feb. 1.

Much of the work has been done by the department staff and milling students. Several mill managers in Kansas and Kansas City have also supplied millwrights and sheet metal workers from their own plants to assist in fabricating and installing spouting, hanging sifters, drives, etc.

With the completion of the modernization program, the mill will be equipped with a completely new grain cleaning department and the machines and spouting has been installed to permit carrying out of controlled research projects.

In the mill proper, all reels, old sifters, dust collectors, etc., have been torn out and junked and modern equipment installed. Millers and milling engineers who assisted in planning the modernization program strived to allow for maximum flexibility in installation of the new machinery, and it is believed that research projects which could not be conducted with the old set-up now will be possible.

Soon after the modernization program for the mill was agreed upon, an advisory council was established to assist staff members of the milling school. The council was composed of Roy K. Durham, at that time director of the technical service department of the federation; Mr. Cain; C. E. Skiver, director of the Kansas Wheat Improvement Assn.; E. F. Tibbling, General Mills, Inc., Kansas City; Ward Magill, Kansas Milling Co., Wichita; C. C. Kelly, William Kelly Milling Co., Hutchinson; Mr. Reed, and Dr. J. A. Shellenberger, head of the milling industry department of the college. This group's principal activity was in assisting with plans for the modernization program.

The committee recently named by Mr. Ritz will advise with representatives of the milling school and the college regarding research projects which the milling industry feels are needed.

It is probable that the problem of hidden infestation in wheat and flour mill sanitation will receive first consideration. In addition to having the facilities of the milling school, the college also has an entomology department which has been very active in flour mill entomology and in insect infestation of grain. The entomology department last year established a major curriculum in flour mill entomology and students enrolling in that curriculum take course work in both the entomology and milling industry departments.

In addition, the Bureau of Entomology and Plant Quarantine, U.S. Department of Agriculture, maintains a field laboratory at Manhattan, headed by Dr. R. T. Cotton. Dr. Cotton is ranked as a leading authority in the field of grain and grain product entomology. Also on the staff of Dr. Cotton's field laboratory is J. C. Frankenfeld who developed the acid fuschin test for detecting the presence of hidden infestation in wheat.

FOOD TECHNOLOGISTS PLAN CONVENTION MIXER

CHICAGO—In addition to the plans for a special exhibitors' day at the decennial conference of the Institute of Food Technologists to be held in Chicago May 21-25, the Chicago hosts to the national society are also planning an innovation in a social mixer May 22, which will provide for informal fun in which each regional IFT section will be invited to provide representatives to present skits for the entertainment of the membership and friends. Operatic talent, amateur magicians or ballet corps are all acceptable, according to M. L. Laing, chairman of the entertainment committee.

SANITATION DISCUSSED BY GEORGE B. WAGNER

NEW YORK—Sanitation problems as applied to the processing of cereal grains for food were discussed by George B. Wagner, director of the department of economic biology, Pillsbury Mills, Inc., Minneapolis, at a joint meeting of the Metropolitan Bakery Production Club, Inc., and the New York section of the American Association of Cereal Chemists held here Jan. 9.

Mr. Wagner pointed to the need for cooperation of all interests involved in order to arrive at satisfactory concepts regarding the important problems of sanitation. He noted that the farmer, grain man, transportation agency, miller and baker all have a common aim, and indicated that eventually mutual research would be conducted in the interest of inaugurating new corrective measures.

According to the speaker, "sufficient information, well authenticated, proves that mills can and do produce flour that is free of any stage of insect life, and bakers in this area should have no trouble with infestation during winter months."

Mr. Wagner stressed the need for a continued search for an ideal grain cleaning system, and stated that "we need to pay more attention to invisible insect infestation." In this connection he called for more efficient and practical tests for detection of hidden contaminants in grain and a change in grain grading to take cognizance of hidden contaminants. The speaker also urged greater effort by the grain producer and merchandiser against rodent and insect contamination.

An interesting point in the address noted that rodent hairs in large numbers are present in the air and that current research data may indicate that both rodent hair and insect fragments may be present in the air in many situations and that fragment-free flour leaving the mill does not necessarily reach the baker's dough mixer in similar condition.

HIGHER SALES REPORTED BY NATIONAL TEA CO.

CHICAGO—The consolidated sales of the National Tea Co. for the calendar year 1949 amounted to $274,341,365.98, compared with $270,176,795.05 for the year 1948, an increase of $4,164,570.93, or 1.54%. This is the largest volume of sales in the company's history and the seventh consecutive year a new high has been reached.

Sales for the four weeks ending Dec. 31, 1949, amounted to $22,666,308.65, compared with $21,276,205.15 for the three weeks and five days ending Dec. 31, 1948, an increase of $1,390,103.50, or 6.53%.

The number of stores in operation decreased from 659 at Dec. 31, 1948, to 655 at Dec. 31, 1949.

USDA Eliminates Subsidy Set-Off Regulation

WASHINGTON—The set-off provision of the International Wheat Agreement subsidy regulation has been eliminated. This section of the regulation had been the subject of much trade criticism.

Previously it was provided that the Commodity Credit Corp. could set off against any subsidy payments owed to an exporter any amount owed by the exporter to the CCC, the U.S. Department of Agriculture or any other agency.

Also, USDA has modified its provision wherein exporters were held responsible for the destination of wheat and flour sold under the pact with a potential penalty of forfeiture of the subsidy payment where violations occurred. Under the new provisions the responsibility of the exporter ends when wheat or flour is unloaded at foreign ports, even if the cargoes subsequently reach other than original destinations. However, the government retains its right to withhold payments if the cargo is diverted from registered destinations.

STUDENT MILLERS—Members of Alpha Mu, honorary milling student organization at Kansas State College, Manhattan, each Christmas mills and supplies flour to be put in baskets for the needy of the community. The three pictures above show different phases of the activity of the student millers. On the left, Wallace Champeny, Oxford, Kansas, and Walter Cochren, Whiting, Kansas, check wheat from a scouring machine. The center picture shows Mr. Cochren, president of the organization, checking wheat from the short-time conditioner. The picture on the right shows four of the milling students making baking tests on the flour milled for the Christmas baskets. The students are, from left to right, John Meyer, Beardstown, Ill.; Mr. Cochren, Mr. Champeny and John Womack, Kansas City. The organization furnishes flour for the gift baskets each Christmas.

MINNESOTA OPERATIVES TRY NEW PROGRAM TYPE

HASTINGS, MINN.—District 4 of the Association of Operative Millers departed from its usual form of annual business meeting, usually held in Minneapolis the second Saturday in January. The group held its annual meeting at the Gardner Hotel in Hastings, and met during the afternoon of Jan. 14 and concluded the session during the morning of Jan. 15.

The program offered was also a departure from the routine type. Instead of one featured speaker, four open forum sessions were held and the attendance of more than 80 millers and allied trades representatives was divided into approximately equal groups for concurrent sessions.

Roy K. Durham, director of the department of quality control, Pillsbury Mills, Inc., Minneapolis, was moderator of a round table discussion of flour mill sanitation. A forum dealing with dust collection was conducted by Prof. John M. MacKenzie, department of flour milling engineering, University of Minnesota. Roy A. Robinson, manufacturing department, General Mills, Inc., Minneapolis, was in charge of the discussion of bulk storage and transport of flour. A. L. Belcher, industrial relations manager, Pillsbury Mills, Inc., Minneapolis, conducted a forum on personnel management. He also addressed the general session at its final meeting Jan. 15.

Paul F. Olson, Pillsbury Mills, Inc., Minneapolis, was elected chairman of the district, succeeding Jerome H. Endres, Russell-Miller Milling Co., Minneapolis. Mr. Olson had served as vice chairman during the past year and was succeeded in that office by Clyde C. Carver, Commander-Larabee Milling Co., Minneapolis. W. A. Howie, J. K. Howie Co., Minneapolis, was re-elected secretary and treasurer of the district organization.

Donald S. Eber, executive secretary of the AOM, Kansas City, attended the meeting and spoke briefly during the general session, reviewing the activities of the organization. He said that the 1950 convention, to be held in St. Louis, Mo., May 1-5, promises to be a success.

Mr. Eber also presented a Distinguished Service Award to Mr. Endres on behalf of the association for his service during his tenure of office.

The blizzard over the week end prevented many of the operatives, who had returned to Minneapolis following the afternoon session Jan. 14, from returning to Hastings for the general session Jan. 15. Attendance at the final session was reduced to approximately 30 persons.

Detailed reports of the four open forum sessions will be published in the February Milling Production Section of this journal.

Low Grades and Millfeed
L. S. JOSEPH CO., INC.
Minneapolis, Minn.

HAVE YOU A FLOUR BRAND PROBLEM?

The Northwestern Miller maintains at the home office in Minneapolis a card file of flour brands used or registered in the United States and Canada. It is periodically revised through questionnaires to the milling industry. The editorial staff will assist readers in every possible way to make use of the information contained in this file. Address The Northwestern Miller, 118 S. 6th St., Minneapolis 2, Minn.

The Rodney Milling Co.
15,000 Cwts. Capacity
Grain Storage 1,350,000 Bus.
KANSAS CITY, MISSOURI
"Heart of America" FLOUR
CHICAGO OFFICE
Kelly Flour Co., 919 N. Michigan Ave.
BOSTON OFFICE:
Seaboard Allied Milling Corporation
1500 Statler Bldg.

"Hunter's CREAM"
The Oldest Flour Brand in Kansas
that for more than seventy years has stood at the very top of the fine quality list.
The Hunter Milling Co.
Wellington, Kansas

MILLING ENGINEERS, INC.
Designers and Builders for the Grain Processing Industries
1911 Baltimore • Kansas City, Mo.

Macaroni Men's Winter Meeting Spotlights Business Conditions

By ROBERT T. BEATTY
Special Representative
The Northwestern Miller

MIAMI BEACH, FLA.—The theme of the winter meeting of the National Macaroni Manufacturers Assn., held at the Flamingo Hotel here Jan. 18-20, was "The spotlight on business conditions," including employee, customer and public relations. Three forenoon sessions were held, with open forum discussions on all phases of business, from raw materials to the distribution of the finished product. So much interest was aroused by these discussions that each session lasted into the afternoon, without a stop for luncheon.

A happy note was struck by C. L. Norris, the Creamette Co., Minneapolis, president of the association, in his opening address, when he said that macaroni production for domestic use in 1949 showed a substantial gain over that of the preceding year, and brought the total up to almost the 1948 level, even though export buying was negligible. And, he added, with sufficient supplies of raw material in sight, the outlook for 1950 is very promising.

Mr. Norris added that the fact that 95 manufacturers in this highly competitive industry contribute to a common fund, to bring about better public relations and to favorably propagandize macaroni products, is evidence of marked progress.

The Supply Picture

According to the various speakers, there is little likelihood of a shortage in any of the vital raw materials needed in the production of macaroni products. So far as durum wheat is concerned, Paul M. Peterson, manager of the Capital Flour Mills division of the International Milling Co., Minneapolis, said the present supply is adequate for domestic durum milling and macaroni industry requirements, providing it is not made difficult of access because of too much of it going under government loan. Supplies for the current crop year, including carry-over, totaled 57,350,000 bu.

Eggs are an important consideration to the macaroni manufacturer, but H. E. Edson, Edson & Pratt, Inc., Chicago, said the supply is adequate. He said that the baking industry consumes a big percentage of all the egg whites produced, and that many important companies had already contracted for their needs for six months in advance. The yolks, in which the macaroni trade is interested, for color, should remain fairly stationary in price, with the possibility of lower levels, as long as brisk demand for the whites continues.

There is wide interest in waste paper, from which paperboard for cartons is made, so that S. J. Klein, president of the Empire Box Co., New York City, is inclined to believe that prices will remain fairly high.

The available supply of cellophane is apt to be reasonably tight for the next few years, in the opinion of Shy Rosen, Milprint, Inc., because of increasing demand from the baking, meat and frozen products industries.

Employee Relations

Under the leadership of past president C. W. Wolfe, there was a heated discussion on the relationship between employer and employee. Mr. Wolfe said that the key men in industry are the supervisory employees, and that foremen and supervisors should be the subject of top management attention. They should be associated with them both during and after working hours, for discussion of problems relating to both plant operation and sales. These men, Mr. Wolfe said, should be rescued from the "no man's land" where rapid unionization had stranded them, because they are in position to improve plant efficiency and increase morale among other employees.

Pension and welfare plans, special benefits paid by the company, holiday policies, bonus arrangements and working with unions were topics that came up for discussion. Peter J. Viviano of Louisville touched on hospitalization and life insurance, as well as other points mentioned, and he cited the case of one company, with 135 employees and an annual payroll of $350,000, that paid out in unseen benefit costs a total of $70,500 last year, or the equivalent of about 20% of the total payroll. This case history which Mr. Viviano presented fairly represented, he said, a cross section of all small business.

William Freschi of the Mound City Macaroni Co., St. Louis, told of various experiences he and competitors had in working out contracts with union leaders. Some labor demands, he said, could not be complied with, but usually satisfactory compromises can be arrived at.

Customer Relations

C. F. Mueller of Jersey City led the discussion on this subject, saying that in his experience, retail grocers want the manufacturer to establish the right price at the retail level, a price that will show them a profit. It is up to the manufacturer to impress his customer as to the top quality of his goods, and the profits to be made by quick turn-overs.

Taking part in this discussion were Thomas A. Cuneo, Memphis; A. Irving Grass, Chicago; Lloyd Skinner, Omaha; Albert Weiss, Cleveland, and J. Harry Diamond, Lincoln, Neb.

While talking at dealers' sales meetings, Mr. Cuneo said he would give a resume of what macaroni products are made from, the type of wheat used and where it is grown, and how it is converted into the raw material the manufacturer uses. Then he would tell how his plant operates from the time the raw materials arrive until the manufactured products are sent to the shipping department. From then on he would stress the high quality of the product, the sales promotion work being done by the macaroni institute, the importance of proper display in retail outlets, and the possibility of excellent mark-ups and subsequent satisfactory profit.

Touching on coordinating advertising and selling activities, Mr. Grass said it has always been a mystery to him why so many food manufacturers spend large sums of money on advertising in national mediums, yet fail to get their full money's worth, because they do not tie up this advertising to the point of purchase—the store where their merchandise is actually sold. This lack of coordination can nullify the most elaborate advertising campaign, because, even though a housewife enters a store with a fairly definite idea of what brand she expects to buy, she may find herself influenced by other factors, unless the impressions made by the national advertising are strengthened and turned into buying action by proper store selling.

New Decision on Semolina

The committee appointed a year ago to confer with the U.S. Quartermaster's department, relative to changing over from durum granulars to semolinas, reported favorable action. The Quartermaster at Chicago issued a new specification on semolina, as follows: ash not to exceed .78%; protein shall not be less than 12.2%; moisture content not to exceed 13.00%. The ash and protein analyses are to be calculated on a moisture-free basis. Salt shall not be used in the preparation of macaroni products. In this new specification other changes were made as to the size of the inner and outer shipping containers; however, the principal packing specifications remain the same.

It was the recommendation of the committee that whenever a manufacturer puts in a bid on any requirements, he carefully consider all his cost factors and discard any idea of chiselling. The Army has perfected its inspection to such a point that it is impossible to cut corners by the use of inferior items, it was pointed out.

Peter J. Viviano represented the manufacturers on this committee, and Paul M. Peterson, the millers.

M. J. Donna, secretary emeritus of the association, after serving as its secretary and treasurer for 31 years, reported that the Macaroni Journal is making steady progress and is becoming more and more a source of capital for the association.

Mr. Donna also read the report of Benjamin R. Jacobs of Washington, the association's director of research, who was unable to be present, due to illness in his family. Mr. Jacobs reported on his constant contact with the Food and Drug Administration, and his attempts to keep manufacturers in line with the law. The FDA has assumed a vigorous attitude towards manufacturers of cereal food products, and Mr. Jacobs advocated better housekeeping methods in all food establishments.

Robert M. Green, the new secretary-treasurer, reported on the activities of the association, and of the macaroni institute, for the year, touching on the various news bulletins issued, and of the national publicity obtained in newspapers and magazines. He also commented on the two durum shows held in North Dakota last fall, and of work done in cooperation with the Northwest Crop Improvement Assn.

The closing session was featured by a review of the association's public relations campaign by Theodore R. Sills, who is in charge of it. He reviewed what has been done since it was started 10 months ago. In that brief period, the program has come from inertia to full speed ahead, he reported. The story of the goodness of macaroni has been driven home to the general consumer, the farmer, the retail and wholesale trades, hospitals, schools and plants. Syndicated stories have been supplied to 1,500 newspapers.

In all, Mr. Sills said 4½ million lines of newspaper space has reached 250 million circulation across the nation, 28 major magazines, with a circulation of 37,000,000, have used macaroni publicity; radio has carried the macaroni message to untold millions, and how to prepare macaroni dishes was the subject of television broadcasts to other millions. During 1950, Mr. Sills plans to intensify the coverage, he said. One project will be a National Macaroni Week, and another an exclusive macaroni cook book. All of which should mean that more people will be reading, hearing, seeing, talking and eating macaroni—in other words, bigger sales in 1950.

Henry I. Bailey, General Mills, Inc., outlined the Betty Crocker magazine-of-the-air program, featuring macaroni dishes, with big full-color posters, reprints, recipe inserts and newspaper mats, all of which are available to the trade.

William M. Steinke, vice president of King Midas Flour Mills, told of the activities of the Wheat Flour Institute, and how the millers are cooperating with the manufacturers in spreading the story of macaroni products.

L. F. Littell

RETIRES—L. F. Littell, who has had more than 40 years of service with Bemis Bro. Bag Co., retired Jan. 1. At the time of his retirement he was connected with the company's Salt Lake City sales office. He joined the Bemis organization in 1909 at Omaha and in 1918 was put in charge of the Salt Lake City office where he remained until 1932 when he was put in charge of Bemis' Denver sales office. He returned to Salt Lake City in 1944.

Convention Sidelights

William M. Steinke, vice president, King Midas Flour Mills, Minneapolis, flew to Cuba to visit his company's connections there, before returning home. Mr. Steinke is planning a vacation trip to Hawaii, with Mrs. Steinke, leaving the last week in February.

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One of the features of the convention were the afternoon cruises on the 90-ft. yacht, the "Anstan III," around Biscayne Bay, as guests of Stanley J. Klein, president of the Empire Box Co., New York City. Mr. Klein took aboard about 40 visitors on each trip.

•

The macaroni industry was featured the evening of Jan. 18 at the races at the Miami Beach Kennel Club. The eighth race was called the Macaroni Industry Trophy Race, and the owner of the winning dog

Milled for those who want only the finest baking qualities . . . from the choice of the nation's wheats.

An Independent Mill

WOLF MILLING CO.
ELLINWOOD, KANSAS

"Gooch's Best"

SUPERIOR QUALITY

to Make All Baked Things Better

Gooch Milling & Elevator Co.
Lincoln, Nebraska

ACME RYE
A HIGH QUALITY WISCONSIN RYE FLOUR
All Grades
FISHER-FALLGATTER MILLING CO.
WAUPACA, WISCONSIN

MotherHubbard
FOR QUALITY, FLAVOR AND ECONOMY
Flour Hubbard Milling Co.

CHARLES H. KENSER
Member Omaha Grain Exchange
MILLING WHEAT
MILLFEED • FLOUR
440 Omaha Grain Exchange
OMAHA, NEBRASKA

"RUSSELL'S BEST"
"AMERICAN SPECIAL"
One mill is located in the high protein wheat district of central western Kansas, and owners most of its wheat directly from growers.
RUSSELL MILLING CO., Russell, Kansas

DIXIE LILY
A flour without an equal anywhere
Plain and Self-rising
THE BUHLER MILL & ELEVATOR CO.
BUHLER, KANSAS
Southern Regional Office
833-35 Exchange Bldg., Memphis, Tenn.

We Specialize in . . .
FLOUR for BAKERS
SPRING WHEAT • KANSAS WHEAT • SOFT WHEAT
"The Beardstown Mills"
BEARDSTOWN ILLINOIS

was presented with the trophy by president C. L. Norris. The trophy was donated by the Consolidated Macaroni Machine Corp., Brooklyn, N.Y. Photos were taken of the event. Allied men at the convention say it was easier to pick winners at the horse and dog races than to sell flour to the manufacturers.

●

The durum millers and the directors of the association held an informal meeting the afternoon prior to the opening of the convention.

●

This was the first meeting in 30 years that B. R. Jacobs, Washington, director of research for the association, has missed, and only illness in his family prevented his attendance.

●

Jesse C. Stewart, the Pittsburgh flour jobber, spends his winters at Coral Gables, so was able to visit with many of his customers at the convention daily.

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The annual meeting and election of officers will be held at the Edgewater Beach Hotel, in Chicago, next June.

●

Speaking on insect infestation, George B. Wagner of Pillsbury Mills, Inc., Minneapolis, said that the only sure way of killing off insects was direct exposure to low temperatures. Much of the trouble experienced by the trade is caused by infestation in boxcars, which is almost impossible to fully eradicate. The milling and baking trades, he said, are pooling their knowledge on fumigation, spraying, etc., to determine what can be done. Cooperation with the grain producer, country elevator operators and the railroads is necessary to bring about needed changes, but, in the meantime, the manufacturers should be on the search for insect resistant containers, and use reasonable care in the selection of their raw materials.

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Another feature of the entertainment was a spaghetti buffet supper, followed by a dance, the evening of Jan. 19, with the compliments of the Rossotti Lithograph Corp. of North Bergen, N.J.

●

The durum millers met again with the directors of the association at breakfast, Jan. 20.

●

The closing event was a shore dinner party and square dance, sponsored by the association.

●

Mill representatives present, and not previously mentioned, were: H. J. Patterson, Pillsbury Mills, Inc.; Maurice Johnson, Commander-Larabee Milling Co.; Arthur Quiggle, H. H. King Flour Mills Co., Minneapolis; Jules Waber, Amber Milling Co., St. Paul; R. M. Spangler, manager, and E. J. Thomas, Chicago, North Dakota Mill & Elevator Co., Grand Forks, N.D., and Ulysses DeStefano, New York, Crookston Milling Co.

—ADVT. IN THE STAFF OF LIFE—

NORRIS GRAIN CORP. BUYS BURLINGTON ELEVATOR

ST. LOUIS—The Norris Grain Corp. has purchased the Burlington Railroad grain elevator situated on the Mississippi River. A consideration of $507,228 was paid for the property. The elevator has a capacity of about 2,225,000 bu., and is built of frame and concrete. The property is served by rail and barge.

A COMPLETE LINE OF QUALITY FLOURS

DANIEL WEBSTER
Short Patent
GOLD COIN
Standard Patent
CHALLENGER
Extra Strong Patent
EAGLE
High Gluten Patent
GOLD COIN
High Gluten Whole Wheat
PURE SILVER
GOLD COIN Fancy First Clear
Pure White Rye BLIZZARD
GOLD COIN Extra Strong First Clear
Pure Medium Rye
GOLD COIN
Pure Dark Rye
GOLD COIN
Pumpernickel
GOLD COIN
Pure Rye Meal
GOLD COIN
Gran. Yellow Corn Meal

Save time and money. Get your complete line Bakery Flours in one car.

EAGLE ROLLER MILL CO.
NEW ULM, MINNESOTA
Quality Flours since 1856

The ROBINSON MILLING COMPANY
SALINA, KANSAS

A. E. BAXTER ENGINEERING CO.
Designers and Engineers for Mills, Elevators and Feed Mills
900 ELECTRIC BUILDING BUFFALO 3, NEW YORK

KERR GIFFORD & CO. INC.
Grain Merchants :: Flour Millers
PORTLAND, OREGON, U.S.A.
7,000,000 Bushels Terminal Storage
We Specialize in Malting Barley

MEMENTO OF MILLER JEFFERSON—George A. Zabriskie, the veteran New York flour man, whose interest in history has often illuminated the pages of this journal and enriched the records of his state and city, is donor to The Northwestern Miller of a choice souvenir illustrating the fact that Thomas Jefferson, in addition to all his many other interests and pursuits, was a miller of flour. The souvenir is a letter from Mr. Jefferson to his friend Oliver Evans, the great flour milling engineer. Suitably framed, the letter will join the large company of objects now adorning the walls and furnishings of The Northwestern Miller's Club Room in the home office at Minneapolis.

Few historians and biographers mention the fact that Jefferson was a flour miller. He had other than proprietarial contacts with milling, for he was retained by millers of his community to prevent Evans from taking out a patent on his grain conveyor. In this legalistic effort he failed, though his purpose of making the invention readily available to the industry was ultimately realized. The text of the souvenir letter, which had nothing to do with the patent issue, was as follows:

Monticello Sep. 1. 06.

Sir,

I thank you for your attention to the little commission I troubled you with. the articles are all safely arrived. Mr. Barnes, my agent at Washington will, this day sennight remit you three hundred & forty four Dollars 96/100 the amount thereof. my mills will be going in October. the situation is one of the best in the Union, without exception, and I am in want of a tenant for them. perhaps it may lie in your way to fall in with some one, worthy of being received, who would rent them, which would oblige me. I shall be here to the last day of this month, and after that at Washington. I salute you with esteem & respect.

TH. JEFFERSON

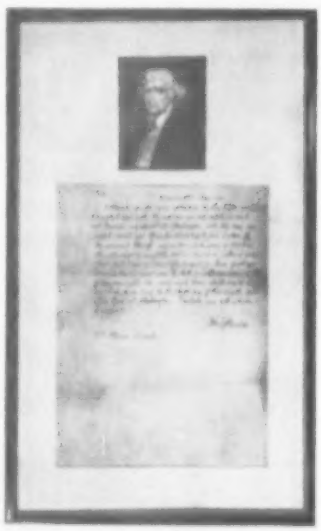
Mr. Oliver Evans.

The letter was written, as you observe, during Jefferson's second term in the office of president of the U.S. It was therefore "franked," the superscription bearing this notation: "free Th. Jefferson Pr. U.S."

● **Not an Operative Miller**—Jefferson did not run a mill with his own hands, or weigh the grist, or take the toll, but he built a mill on his lands and directed its operation. And there is more than that fact to merit for him the special respect of the bread industries today, for he was a "scientific farmer," a student of soil tilling methods, an ardent experimenter with plants and animals and farm machinery.

Jefferson's mill was on the Monticello estate. It was and is called the Shadwell Mill. Its ruins stand today on the Rivanna, along with a part of the dam that generated its power and the canal three quarters of a mile long dug to lead the water in the way it should go. The village of Milton, once existing near the site, is gone. The mill, built of stone and reputed to have cost $30,000, served not only the owner, who shipped from it flour to Richmond, Philadelphia and other points, but the neighborhood as well.

The fact that the mill did not pay



The Jefferson Letter to Oliver Evans

rather adds to its modern interest, inspiring fellow-feeling among living brothers of the craft. Randall's biography, referring to manufacturing establishments of the Monticello estate, among which was a "nailery" in which iron nails were made by hand—speaks of "that grist mill, which was elevated by the imagination of contemporary satirists to a situation on a mountain ravine, 'where nothing was lacking but water,' but which occupied its present eligible site on the Rivanna."

● **Master of 10,000 Acres**—When Jefferson returned to Monticello in 1794 to take up anew the business of farming after 10 years of absence spent partly as minister to France and partly as Washington's secretary of state, his estates comprised more than 10,000 acres, of which not 2,000 were ever under cultivation at any one time. There were four farms, each under an overseer who reported to the manager at Monticello, as did the foreman at the mill. The owner left little discretion to subordinates; his existing papers disclose his practice of writing out instructions to the last detail. This is his memorandum to his manager on completing the mill:

"The first work to be done is to finish everything at the mill; to wit, the dam, the stone still wanting in the south abutment, the digging for the addition to the toll mill, the waste, the dressing of the banks and hollows about the mill houses, making the banks of the canal secure everywhere."

On the whole, however, Jefferson was not a successful farmer, according to history. He had worked at it too little in his younger days. From his twenty-sixth year, in 1769, to his retirement as secretary of state in 1793, he had been almost continuously in public service, as member of the Virginia House of Burgesses, member of the Continental Congress, governor of Virginia, member of Congress under the Confederation, minister to France and cabinet member. Then, after only four years in retirement, he went back to the capital as vice president for four years and president for eight years thereafter. He was a "book farmer."

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THE MILL OF THE YEARS

OLD TIME, in his wonderful Mill of the Years,
Grinds daily an output of joys and of tears;
And the sum of his grist for the year passing by,
Now almost complete, is recorded on high.
The good deeds, the bad ones, the gainings and winnings,
The partings and meetings, the virtues and sinnings,
Have all gone, perforce, through this terrible mill,
And the hopper of Time is unsatisfied still.
The good deeds grade Patent; you usually find
That forty per cent is the most these mills grind.
Of fair words and intentions, Time makes a Straight grade,
And regretfully notes 'tis the bulk of his trade.
His Bakers' he gleans from the best that he can
And his Red Dog is made from the weakness of Man.
In the Offal and Waste go the crimes and the sins,
And are spouted, they say, to some very warm bins.
The experts declare that Time's system is poor—
That the Mill of the Years' somewhat ancient is sure—
But Head Miller Death is a hard one to beat;
He says that the mill's not in fault, but the wheat—
That the All-Wise Millbuilder, who laid out the plan,
Made the very best mill e'er constructed for man.
That its system is perfect, machinery fine,
Not a spout out of place, not a shaft out of line;
In short, that the mill every way is first class,
But the stuff that is ground in it's lacking, alas!
That the good Human Wheat is so mixed up with lies
And Satan's own Cockle, 'tis quite a surprise
That the Mill of the Years doesn't grind all low grade,
For the exclusive use of a tropical trade.
Be that as it may, grinds this mill day and night,
With an awful, resistless and terrible might;
And ever shall grind until Time from his store
Shall exhaust the last year; and exist nevermore.

—From The Northwestern Miller of December, 1887.

● ● ●

ANDREW MILLER—Any old sailors ever hear of Mr. Miller? A very famous purveyor of bread he was. Though the Royal Canadian Navy has been told to lose the "Nelson" touch, they will probably retain some of the old sayings beloved of British naval men. Plenty of hearty Canadian lads will still find a career afloat in the old Andrew Miller. And thereby hangs a tale in which bread plays a prominent part. Andrew Miller is the personification of the public service of which the Navy and the Dockyards are a part. The old time sailorman would say "Andrew Miller can afford to pay" when referring to the depth of the purse held by the lord commissioners of the Admiralty; in other words the jolly old taxpayer.

Sometime around 1870 more edible rations made a welcome appearance on board the ships of Her Majesty Queen Victoria, one of the most important being bread in place of "hard tack." The firm of Andrew Miller received the biggest contract for its supply and the lower deck coined the phrase, "When I joined the Andrew Miller." G.E.S.

● ● ●

The modern preachers of the paternalistic state permit themselves to be intimidated by circumstances. Blinding themselves to the inevitable growth of despotism, they—craven-like—seek, through government, assurance that they can forever count upon a full stomach and a warm cloak—or, perhaps, the sinister-minded among them think, by playing upon our fears, to become the master of our lives.—Gen. Dwight D. Eisenhower.

EDITORIAL

FAMILY FLOUR PROMOTION

THE plan of the National Soft Wheat Millers Assn. for promotion of family flour business deserves the highest commendation and the most energetic support. It seems to us to be one of the most interesting undertakings of recent years in maintenance of what must always be as it always has been a vitally important outlet for the product of the milling industry. The plan as outlined in The Northwestern Miller last week involves the interesting and imaginative device of a Home Baking Center to be installed in retail stores. Through this device it should be possible to demonstrate to retailers how a package of family flour can be made to increase the sales of 69 related grocery products required in home baking. Manufacturers of the 69 relatives of flour thus are drafted for the duration and should logically and automatically become participants in the campaign.

As the operating agency there is a Grocery Products Sales Council, which it is hoped can be functioning by Sept. 1. Back of it is a year's research by a 17-man committee and competent advertising consultants. This group has said to the flour millers vitally concerned with the family trade of southern and southeastern states:

"The program is a solid, down-to-earth selling program that develops the support of jobber and retailer and makes the strongest possible impact on the consumer where it does the most good—at the point of sale."

It seems to us that in late years there has been a mostly unreasonable and unreasoning attitude of defeatism with respect to the family flour trade. The tremendous growth of the baking industry has had something of a hypnotic effect upon this area of flour merchandising. It is time to break the spell.

From the long argument and explanation that was presented to the millers in support of the promotion plan some highly pertinent facts and deductions may be quarried. For example:

"In the beginning it was thought that the best interests of the family flour mills could be served by a sustained, forceful advertising approach to women on the subject of home baking. The arguments of flavor, freshness, nutrition, economy and the new greater ease and convenience of home baking are unquestionably sound.

"Further weeks of careful inquiry and study of the problem, however, brought this advertising agency (Cruttenden & Eger, Chicago) and the committee to the conclusion that the advertising approach to women was a secondary and not a primary step. It seemed to us that no matter how strong the appeal nor how wide the scope of the advertising, it would take too long and be too costly for advertising alone to develop renewed interest in home baking to the extent that a worthwhile effect on family flour sales could be felt.

"This statement is not in the least bit critical of either the effectiveness of or the need for consumer advertising in a project designed to increase family flour sales. It is merely recognition of the sorry state into which the family flour industry has let itself fall. Advertising, no matter how good, cannot overcome the handicap of a product so poorly merchandised at point-of-sale as flour. Of all the food products in a retail grocery store, flour is probably second only to potatoes in its lack of even elementary efforts to capture the eye, appear desirable and stimulate the impulse to buy. The exception to this indictment of family flour is, of course, the prepared mixes and the cake flours. Is it not reasonable to suppose that the good packaging and the good merchandising of mixes and cake flour are

at least partially responsible for the steady growth in consumption while family flour sales were falling off?

"The retail merchant's influence upon the consumer is decreasing at an accelerated rate. Other food manufacturers have recognized this trend and no longer rely on the retailer to influence selection. If we millers of family flour are going to continue to get our share of the available business we've got to stop being cracker-barrel merchandisers. Other food product producers with modern merchandising programs are getting an increasing share of the consumer's food dollar. What's left of the family flour business is slowly, but surely, being concentrated in the hands of mills with up-to-date merchandising methods. The time has come to hold our own with a sustained in-the-store selling program or be left holding the sack. We simply must recognize the importance of doing something in the retail store to call attention to our product and even to suggest that its use is desirable, easy and economical.

"There can be no effective point-of-purchase advertising without the willing and wholehearted cooperation of the retailer. Our approach to the retailer must be based on carefully collected facts that show him how he can make more money in the grocery business by giving flour and related items a better floor position. The retailer resistance to doing a good merchandising job on slow-moving, small-margin flour can be overcome only when flour becomes the heart of a plan to increase the sale of many other high-margin grocery products.

"It is all too clear to most of us that the average jobber does not look upon flour as a money-making grocery product. All too often flour is used as a trading item and the profit level suffers accordingly. When family flour millers confine their sales activities to the long distance telephone, and when running time becomes more important than profit, and when there is a complete absence of merchandising follow-through on the part of the mill, it is only natural that the commodity so sold eventually becomes a trading item instead of a profitable grocery product."

Under the plan of the Grocery Products Sales Council the jobber's cooperation is to be enlisted by showing him how he can better his whole grocery products business through increasing home baking. ("Jobber" is defined as "anyone who sells flour to a retail outlet"). Thus everyone's back is scratched and there are profits for every pocket. We haven't the least doubt of this, for we have never been mesmerized by anyone or anything into believing that such a thing can't be done.

• • •

CONTROLLED INITIATIVE

RICHARD UHLMANN, the great grain man, has given us a phrase that should arrest attention. Addressing the Merchants Exchange of St. Louis on the things that have to do with freedom and opportunity in the country that until now could most specifically and appropriately boast of these blessings, Mr. Uhlmann said:

"For generations we in this land have prospered under a system of free speech and free enterprise. It was never considered a sin to make money or to practice thrift. But of recent years much of this philosophy has changed, and gradually, step by step, limited or controlled prices have taken the place of our former free and competitive markets. The amount of profit an individual may make, or the amount of income he may keep, has been set and controlled by government. And thus the individual is deprived of the competitive urge to make more things, to earn more profits, or to have more money. In other words, we have controlled initiative."

Mr. Uhlmann's voice cries out in the wilderness of the Police State that limiting our output of needed commodities and services (acreage allotments, for example) inevitably makes us poorer, not richer. Whatever may seem to be its short-term advantages in particular instances, the long-run effect is detrimental. Policies to limit production must be reversed, he warns, if we are to attain the high level of living which our resources should provide. Our economic system can function well only if freedom exists to enter any occupation, or to carry on any type of production—and in any amount—that is thought to be profitable. It requires freedom to incur risk and with it the reward of profit—without which the initiative that has made our economy great among the nations must wither and die.

• • •

GIANTS IN CONFLICT

SPAWNED, nourished and made powerful by acts of government, the cooperative movement in agriculture now, it appears, grows fearful of the benevolent hand of bureaucracy and turns to bite it. Lately there was before us the startling spectacle of a big midwestern grain co-op calling loudly for restraints upon the encroachment of the Commodity Credit Corp. on the grain marketing field. Today we are treated to an even more surprising view of rising suspicion in the agricultural cooperative field that too much government in business is not good even for the government's business pets. An official of the National Council of Farmer Cooperatives is credited with the statement that rapid current growth in farm co-op membership is largely to be attributed to fear by farmers "that the only way they are going to keep from being swallowed up by huge federal marketing programs is to develop stronger programs of their own."

• • •

THE CITIZEN'S RESPONSIBILITY

CLAP hands for R. Douglas Stuart, vice chairman of the board of the Quaker Oats Co., who was recently drafted as treasurer of the Republican National Committee. He urges company employees everywhere in this land of the free and the home of the politically enslaved (because of too frequent absence from the polls) "to dig in and work for the party of your choice, as I am attempting to do for mine." Too few of us, Mr. Stuart correctly reports, are accepting the full responsibility of citizenship. Barely half of the eligible voters marked ballots in the last presidential election. We have no sympathy for the other half, most of whom deserve intravenous injections of air. Condolence can go only to the cause and ideal of democracy and to the world which democracy might better serve if it were better served by its own people.

• • •

Reader's Digest lists the sums spent by 32 presidents of the U.S. from Washington through Franklin Delano Roosevelt (World War II period excluded). In the 156 years of these gentlemen's incumbency the outgo of public money was $179,620,111,643. Against this the Digest sets the spending of President Truman in less than five years, which tots up to the neat figure of $191,041,194,191. The arithmetic sort of writes the editorial, doesn't it?

KELLY'S FAMOUS FLOUR

YES,
KELLY IS FAMOUS

FOR GIVING THE BAKER WHAT HE WANTS — A FLOUR WHICH CONSISTENTLY MEETS HIGHEST, MOST RIGID BAKING STANDARDS.

The
WILLIAM KELLY
MILLING COMPANY
HUTCHINSON, KANSAS

Capacity, 5,000 Sacks Daily
Grain Storage, 1,000,000 Bus

Committees for Bakers' Program Discuss Plans for Coming Year

CHICAGO—Outlining the responsibilities of the newly appointed program and planning committees of the Bakers of America Program, M. Lee Marshall, Continental Baking Co., New York, chairman of the American Bakers Assn., opened the first scheduled meeting of these groups in Chicago Jan. 12-13. Eugene K. Quigg, Richmond (Ind.) Baking Co., ABA president, was appointed chairman of both committees and presided over the session.

Past activities of the program from its inception were reviewed in detail with emphasis placed on the accomplishments to date. Particular stress was made on the part that consumer education and public relations has played in the success of the program and the importance of keeping subscribing bakers informed on this phase of the activity.

In projecting plans for the coming year, it was pointed out that consumer education activity would be stepped up with a greater concentration on work with doctors, home economists, teachers and students, coupled with more aggressive work with food editors of newspapers, magazines and radio stations. Publicity and public relations will also serve the industry on a broader scale with the development of the program's own public relations department working with the press and radio stations to tell the bakers' story of nutrition, economy and good eating.

To the food field, including grocers, grocers organizations, the restaurant industry and others influencing the eating habits of the public, the program will merchandise the recently developed Bakers of America emblem in an effort to make all of these influential groups more conscious of the part bakery foods play in the diet and economy of the nation.

"Attention-compelling, reason-why selling techniques will dominate all phases of the 1950 campaign in an all out effort to increase the per capita consumption of commercially baked foods," Walter Hopkins, program director, said. "Strong identification of the commercial baker and his products is prominent throughout the campaign. The job to be done by the 1950 program is tremendous. Its impact must be felt strongly from border to border and coast to coast. The campaign is designed to create a powerful consumer influence very favorable to commercially baked foods."

In disclosing plans for advertising, examples of allied and related advertising favorable to bakery foods were displayed. Coming advertising for the Bakers of America Program will be designed to encourage further support on the part of such advertisers.

Members of the staff have been working for the past month in developing all phases of the program and are now ready to proceed rapidly, it was announced.

HOUSTON TONNAGE UP

HOUSTON, TEXAS—Dry cargo handled through the port of Houston in 1949 was far ahead of previous years at the port. Grain shipments totaled 60,400,000 bu. as compared

KING'S FLOURS
are Made in Minnesota ... and Nowhere Else

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MINNESOTA ... the state that makes the BEST FLOUR in the world.

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MINNEAPOLIS, MINNESOTA

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FLAMING ARROW
BIG BOY
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Precision Milled
for Precision Baking
Moore-Lowry Flour Mills Co.
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SWANS DOWN
• Bakery Cake Flours
• Donut Mixes
and a complete line of other Central States and West Coast Specialized Soft Wheat Bakery Flours.
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RED WING FLOUR
Milled in Minnesota for Over 40 Years
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Millers of Hard and Soft Wheat Flour
DAILY CAPACITY 3,900 SACKS

"ROCK RIVER" RYE "OLD TIMES" BUCKWHEAT
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RYE
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TORONTO ELEVATORS
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Exporters
TORONTO, CANADA

Canadian Wheat, Oats and Barley
Over 800 Elevators in Manitoba, Saskatchewan and Alberta
UNITED GRAIN GROWERS, LTD.
Winnipeg, Manitoba

with 44,700,000 in 1948. Cotton shipments jumped to 1,003,716 bales over the previous year's total of 675,815. The Houston-Harris County Navigation District annual report revealed almost $3 million spent during 1949 on improvements of port facilities. In addition $1,225,713 was spent by the federal government on widening and deepening the ship channel. Earnings of the Navigation District during 1949 will be applied to further improvements of port facilities.

LABORATORY INSTRUMENTS EXPLAINED FOR CHEMISTS

BUFFALO—The operating principles of several laboratory instruments used in chemical analyses were explained by Prof. Rex R. Billings at the January meeting of the Niagara Frontier Section, American Association of Cereal Chemists. Mr. Billings is head of the chemistry department of the New York State Institute of Applied Arts and Sciences.

The meeting was held at the institute building and was attended by more than 40 members of the section. Dr. Edwin L. Sexton, chairman of the group, presided. Preceding the meeting, the members were entertained at a cocktail party at the home of L. R. Patton, Jr., representative for Sterwin Chemicals, Inc.

The next meeting will be held Feb. 6. A tour of the Meyer Malt & Grain Co. plant has been scheduled as the program for that meeting.

3 REPORTS ON PROGRAM FOR CHEMISTS' SECTION

MINNEAPOLIS—A group of three reports will be presented on the program of the January meeting of the Northwest Section, American Association of Cereal Chemists, to be held at Dayton's Sky Room, Jan. 27. A luncheon will precede the program. Fred Schmalz, King Midas Flour Mills, will discuss moisture, protein and ash determinations. Harold Goossens, Russell-Miller Milling Co., will have "Laboratory Methods for Flour Sanitation Control" as his topic, and C. G. Harrel, research laboratories, Pillsbury Mills, Inc., will present a discussion of treatment of flour with various amylases.

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CANADIAN TRADE COMMENT

By A. H. Bailey

TORONTO — Canada may protest the U.S. decision to offer a million dollars' worth of agricultural surpluses on the export market at prices below cost, a government trade source said in Ottawa Jan. 18. The U.S. decision may make tougher the job of Canadian food exporters and might end in a sharper drop in farm prices and a decline in foreign demand for Canadian products it is feared.

Steps will be taken to make certain that none of the low priced U.S. surpluses enter Canada either for sale or for reexport to some other area. This can be done under Canada's anti-dumping laws. What weakens Canada's position to any action to protest the U.S. decision, according to certain government officials, is the fact that Canada has been participating in the same kind of tactics in the shipments of foodstuffs to the United Kingdom.

MORE WHEAT FOR SPAIN

Canadian trade officials say that Canada would be only too glad to sell wheat to Spain for U.S. dollars in response to reports of an appeal by that country for 500,000 tons of grain to meet a wheat famine. Hit by drouth, Spain has already completed one reecent wheat deal with Canada, first in a decade, covering the shipment of about 900,000 bu. of western spring and Ontario winter wheat at more than $2 a bu. So far, however, there has been no official request for the additional wheat. The recent sale to Spain was arranged privately and was made outside the terms of the International Wheat Agreement, of which Spain is not a member. If Spain seeks further supplies of wheat from the dollar countries it is understood the U.S. will make a strong bid for the contract.

CANADA-U.K. EXPORT PICTURE

While most western farmers appreciate the potentialities of the British market, not many of them know of the extent of its purchases of Canadian farm products. The expectation is that sooner or later Britain will recover from its present economic dilemma to continue to be a tremendous market for the surplus agricultural production of food exporting nations. The following table, based on figures taken from a Canadian government pamphlet and published by the Alberta Wheat Pool gives an idea of the extent of Canada's exports to the U.K. during 1948:

	To Great Britain	To All Countries
Wheat, bu.	117,578,473	135,646,729
Flour, bbl.	7,432,244	12,374,944
Barley, bu.	3,991,240	3,947,197
Cheese, cwt.	273,815	284,274
Meat, pkgs. (bacon, ham, pork)	43,819,376	48,437,444

PARLIAMENT TO RESUME

The second session of Canada's 21st parliament will open Feb. 16 with its slate cleaner than at any opening since the war. From the standpoint of legislation it seems probable that agriculture, coupled with wheat, may produce that greatest single source of grist for the mill. There will presumably be a bill extending the agricultural prices support act. Resolutions preceding this were on the order paper when the House prorogued. This will bring up the whole question of subsidies and the extent to which the government, faced with falling prices, will be ready to extend a floor plan under farm products. There has already been an indication in the western speeches of the minister of agriculture that the farmer will be expected to try to help himself before the government comes to his assistance.

One of the most interesting single issues facing the government is in the field of wheat. The present wheat board act expires July 31, 1950, the same day on which the British contract is terminated. Expiration of the act brings up the whole question of the form which Canada's wheat marketing is to take for the next three years while the international agreement is operating. It is inevitable that the wheat board in some form will be continued but between now and the end of the session the government will have to make up its mind whether it is to remain as the only marketing agency now that the firm British contracts are nearly a thing of the past.

Accordingly, progress will be watched by traders because the resulting pattern will set the stage for future deals.

Monetary matters will be of considerable importance in determining the future set-up, and already some discussions have taken place between the British financial experts and representatives of the Bank Deutscher Laender. One important factor for discussion is the recognition of the Deutschmark as the payment instrument between Germany and the sterling area.

Observers consider that it is not the intention of the authorities to fix set quotas for various exports and imports. The idea will be to encourage mutual trade generally, while at a later stage it may be possible to bring Germany within the orbit of the policy devoted to the liberalization of inter-European trade.

While the imported flour trade is concerned in any plans for the freeing of German trade, some representative traders have expressed fears at the damage to future trade prospects foreshadowed in the reported German intention to impose a duty ranging, according to forecasts, between 15% and 20%.

3,400,000 BU. CANADIAN GRAIN MOVES IN WEEK

WINNIPEG—Approximately 3,400,000 bu. Canadian wheat and flour was worked for export during the past week. Of this amount, wheat made up 2,652,000 bu. of the total, with the U.K. the only buyer. Flour exports totaling 738,000 bu. were worked to six countries signatory to the International Wheat Agreement, including the Belgian Congo, Dominican Republic, Cuba, Netherlands East Indies, Sierra Leone and the British West Indies. Countries not included in the agreement took 76,000 bu., with the Philippines, Costa Rica, Venezuela and Guatemala reported as taking shipments.

JOINS GILCHRIST BAKING

TORONTO — Harry Guertin, for many years chemist with the Maple Leaf Milling Co., is now associated with the Gilchrist Baking Co., Toronto. Mr. Guertin is establishing a laboratory for the analysis of ingredients and the introduction of new formulae.

Chances That India Can Avoid Grain Imports Held Dim

LONDON—Doubts frequently expressed in European market circles concerning India's ability to become self-supporting in wheat and other food grains have been confirmed by an announcement from New Delhi.

Officials reveal that import requirements for 1950 are assessed at just under 2 million tons. By 1951 the Indian government expects this to be reduced to 1.1 million tons, despite optimistic forecasts that by that time India would be self-supporting in grains. By 1952 the deficit to be covered by foreign purchases is to be reduced to less than 500,000 tons.

Observers point out that these figures are on the conservative side and might be adversely affected by poor harvests. Current crops have been retarded by an absence of rain, and the prevailing dry and frosty conditions are causing concern. Unless the outturn comes up to expectations, the import figure for 1950 will have to be increased. The same situation may arise in the following years.

India is facing difficulties as a result of an acute shortage of foreign currency. During 1949 more than 700,000 tons of her imports of grain came from countries requiring dollars in payment. This represents 20% of her total importation last year. Efforts are being made to increase supplies from those countries willing to accept sterling, but the negotiating officials have met several setbacks in this endeavor. Attempts have been made to obtain rice from Siam, but the high prices demanded caused a breakdown in the negotiations. Reliance had also been placed on Burmese sources of supply, but observers state that recovery in that country has not been as swift as expected and that the prewar level of imports cannot be attained for some time, certainly not in 1950.

India hoped to obtain 400,000 tons of wheat from Russia, but this deal also fell through because of the high price. The only substantial deal set for 1950 is the exchange of 390,000 tons of wheat for jute, arranged with the Argentine.

Consequently, the Indian government may have to continue purchases of grain in dollar countries, even at the expense of going without other goods needed for capital development.

JAMAICA RETURNS BAKERY FLOUR TO PRIVATE TRADE

TORONTO—Effective Dec. 1, 1949, the government of Jamaica transferred flour for baking to private trade channels. The amount will continue to be within the approved ceiling for 1950 imports. Requirements from time to time will be presented by the Food Trade Committee and tenders called for by public notice in the same manner as is used for counter flour.

Tenders are to be opened by the Trade Administrator and the Food Committee and, other factors being equal, the lowest tender is to be accepted. The flour will be handed over to the trade and distributed strictly on the basis of existing quotas fixed by the Trade Control Department.

Bakers' quotas are at present being examined with a view to a reallocation on the basis of existing requirements.

Trade Discussion Planned by U.K., Western Germany

LONDON — Comprehensive trade and financial talks between Britain and the federal government of western Germany are scheduled to take place this month. The talks, to be held either at London or Frankfurt, are expected to be a preliminary to the formulation of plans for stepping up trade between Germany and other countries.

EUROPEAN ROUNDUP

By George E. Swarbreck

LONDON—The British commonwealth conference which met during January at Colombo, Ceylon, may result in a new trade deal similar to that which inaugurated imperial preference at Ottawa, Ont., 18 years ago. One of the decisions taken there resulted in flour milled in Canada and Australia being accorded preferential treatment in respect of import duty when sold to commonwealth member countries.

Foreign ministers of the countries concerned heard proposals for a price fixing agreement which has the intention of reducing competition and profiteering between the countries associated in the commonwealth setup. This means, in effect, that the prices charged to member countries will be lower than those charged to foreign countries dealing in the open market.

The proposals arose from criticism of Britain's failure to give ample notice of her intention to devalue the pound sterling in September, 1949, with the result that many commonwealth countries found themselves in difficulties. The Indian government complained that Australia hiked wheat and flour prices against her, quoting the results of devaluation as the reason. The Australians raised the price when the pound became cheaper.

Australia was not the only country which took advantage of the situation and it has been pointed out by observers that India hiked the price of jute and manganese while Britain raised the price of Persian oil. If the commonwealth is to progress as a valuable economic entity, such things, critics say, should not happen. To make money out of the foreigner is classified as laudable; to make it out of a fellow member inexcusable. If the proposals are accepted it is ex-

pected that a second economic conference on the lines of that held in Ottawa may be called.

SILOS FOR TURKEY

Turkey has put in a request for $8 million from the International Bank for reconstruction and development. Among its requirements is a group of silos capable of accommodating 105,000 tons of wheat. A report from Istanbul indicates that if the loan is granted on the recommendation of some U.S. experts who recently visited the country the Turkish government will put up $7 million in Turkish pounds to help complete the project.

BRITISH CENSUS

Although the British have been frequently described as a nation of shopkeepers, the number of wholesale and retail businesses in the country has never been tabulated. This is one of the questions which will be answered in the 1950 census of distribution, the first complete survey of the distributive trades, the result of which will be published by the government in 1951.

Bakers, grocers and feed men will be required to contribute facts and figures for the census and already they are protesting at the amount of work involved in completing the forms. Although quizmaster Harold Wilson, president of the Board of Trade, has assured traders that the census forms will be treated confidentially and will not be shown to any other government department, there is a suspicion in commercial circles that the socialist government wants the information in order to prepare plans for the nationalization of the distributive trades.

While previous actions of the socialist government and the reported statements of prominent ministers that they will not rest until all private property is under public control lend color to the distrust, trade associations cooperating in the census have assured their members that the census would still take place whether the socialist or any other government be in power. Those traders who pin their hopes of cancellation of the plans if a conservative government is returned at the general election, slated for Feb. 23, have been assured that there is no likelihood of any relief from the chore.

OCEAN FREIGHT RATES HIKED

Freight rates have shown an upward tendency in recent weeks, a fact which is attributed by shipping experts to the increased demand for space resulting from the shipment of wheat and other grains from Australia and the Argentine to Japan. This demand drew off surplus shipping in the areas concerned and allowed other freight rates to rise to what shipowners classify as more economic rates. Trade has been poor recently and the trend has been welcomed as a sign of reviving business. A cargo from the Argentine was recently carried to France at $8.40 ton compared with the rate of $5.50 prevailing a few months ago. The rate from South Australia to Rotterdam has been increased by $2.10 ton. The North Atlantic grain freight rate, however, remains steady.

BELGIAN WHEAT CONSUMPTION

Mr. Juroa, the director of the Belgian Ministry of Economic Affairs has revealed that the total consumption of wheat in the country is approximately 1.2 million tons a year of which about 550,000 tons come from home production.

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British Bakers Want Cancellation of Flour Distribution Restrictions

LONDON — British bakers are pressing for the abolition of restrictions on the supply and distribution of flour following the recent disclosure in the House of Commons by Dr. Edith Summerskill, parliamentary secretary to the Ministry of Food, that flour consumption had dropped by 19% since July, 1949.

Under regulations introduced at the time bread rationing for consumers was abolished in July, 1948, deliveries of flour by millers, importers, and factors to their consumer customers were restricted to a percentage of their average deliveries during the period of 52 weeks ended June 26, 1948, split over 16 week periods. Despite initial difficulties, when some bakers overshot their allowances, the amount distributed has been equivalent to the amount purchased in the period set. Critics of the scheme stressed, however, that the scheme had the effect of supporting the baker of good quality bread at the expense of his less efficient competitor. A good baker was not enabled to extend his trade to meet a growing demand.

Classifying the flour restriction scheme under present conditions as "absolute nonsense" J. H. Beale, immediate past president of the London Master Bakers' Federation, demanded its immediate abolition, a suggestion which was accepted by members and embodied in a resolution of protest sent to the Ministry of Food. Mr. Beale contended that there was now no evidence of a flour shortage yet traders were still compelled to complete the numerous forms distributed by ministry officials. If ridiculous regulations were dropped there would be a considerable saving in manpower employed by the government. If, after withdrawal of the restrictions the government foresaw the return of a shortage the regulations could be reimposed without difficulty. Another speaker declared that the scheme left the baker entirely in the hands of the millers, from whom they had to take certain flour whether they liked it or not.

A further result of the drop in flour consumption reported to the meeting was a tendency in certain areas for retailers of flour to cut prices to the detriment of their fellow traders. This action was deplored.

The protest adds point to recent trade rumors that the flour restriction scheme was likely to end in the near future. Such a step would be welcomed by the trade interests involved since it would relieve the staffs of millers and importers of a large amount of clerical work called for under the restriction scheme. The separate distribution of imported flour is not permitted under present regulations and supplies of national flour, going through importers' hands are obtained from the home mills. Supplies are arranged by allocating committees comprising representatives of importers and millers at the seven port areas of London, Liverpool, Hull, Bristol, Glasgow, Leith and Belfast. Imported flour is supplied to the mills for mixing in with the home milled product, the figure in operation in England and Wales being 10% and in Scotland and Northern Ireland 15%.

Pressure is still being exerted on the government for the reduction of the prevailing extraction rate of 85% to at least 82½%. Some authorities are pressing for a reduction to 80% at which level, if the precedent set in 1946 when the extraction rate was brought down to this figure, is adopted importers might be permitted to resume the separate distribution of imported flour.

Critics consider that the immediate cause of the reduction in the consumption of flour apparent in recent weeks is the objection of consumers to the poor quality of the bread now sold by bakers. Despite the efforts of the British millers to produce what is admitted to be good quality 85% extraction flour, the bread stales easily and has an unappetizing color. Only a better flour, traders maintain, will enable the lost ground to be recovered.

For the government it has been pointed out that any reduction in the extraction rate might mean a greater expenditure of dollars on Canadian wheat, a policy which it is desired to avoid under present conditions. On the other hand, it has been pointed out that the reduction in the extraction rate would mean the greater availability of milfeed for the use of livestock, thus reducing the necessity to purchase an equivalent amount abroad as well as reducing the demand for imported agricultural products.

The prevailing situation has been currently highlighted by the decision to adhat British dollar expenditure in Canada set for 1949-50 in order to cover the cost of increased imports of bacon without increasing total expenditure. In order to do this a proportion of the deliveries of wheat and flour due under the Anglo-Canadian contract for the crop year 1949-50 will be postponed until the crop year 1950-51.

R. D. PURDY NAMED

MONTREAL—R. D. Purdy, manager of the Alberta Wheat Pool, has been appointed a director of the Bank of Montreal, B. C. Gardner, president of the bank, in announcing the appointment, pointed out that the selection of Mr. Purdy fulfilled a desire felt by the directors for some time to have a representative on the board closely associated with the agricultural industry. A former Bank of Montreal man, Mr. Purdy was assistant manager of the bank's Edmonton branch when, in 1925, he was made manager of the Alberta Wheat Pool. During his term of a quarter of a century as head of the pool Mr. Purdy has become an authority on wheat-marketing and is well known in grain circles.

FLOUR EXPORTS SHOW GAIN AT VANCOUVER

VANCOUVER — Flour shipments from this port during the months of October and November were among the largest this crop year, according to figures released by the National Harbors Board. October showed a clearance of 229,331 bbl., while November was only slightly lower at 206,056 bbl. These figures compare with 163,934 bbl. in September and 186,829 bbl. in August.

The Philippine Islands accounted for the bulk of the movement in both October and November, with China coming next. Following are the October clearances, in bbl.: Central America 14,066, China 50,262, Colombia 107, Panama 4,344, Philippine Islands 160,652.

For November exports were as follows: Central America 5,478, China 75,062, Japan 10, Panama 1,457, Philippine Islands 116,842, U.K. 7,207.

WHEAT VARIETIES CHANGE

TORONTO—Thatcher and Saunders are the varieties recommended to replace Red Bobs, which beginning in August, 1951, will no longer be graded above No. 3 northern. Tests at the dominion experimental station at Lacombe over a 10-year period gave the following results: Marquis, yield 55.0 bu. an acre and required 127.4 days to mature; Red Bobs, yield 60.7 bu. an acre and required 121.6 days to mature; Thatcher, yield 61.8 bu. an acre and required 123.2 days to mature. Thatcher was about 4 in. shorter in the straw and about 12% stronger than Red Bobs or Marquis.

BOARD OF TRADE ELECTS

CHICAGO—The board of directors of the Chicago Board of Trade has elected to membership Guenther M. Philipp, Paine Webber, Jack & Curtis, Chicago.

QUAKER OFFICIAL RETIRES—L. R. Hawley, retired vice president in charge of feed, Quaker Oats Co., Chicago, is pictured above with other Quaker officials as he was presented with a television set at a dinner in his honor. Left to right, are Donald B. Lourie, company president; Mr. Hawley; M. S. Stone, advertising manager, and O. B. Kent, feed research director. Mr. Hawley, who became vice president in 1942, retired after 47 years with the Quaker company.

F. W. Pressant

HONORED—F. W. Pressant, vice president, Toronto Elevators, Ltd., was recently honored with a fellowship from the Agricultural Institute of Canada for outstanding contributions to Canadian agriculture.

AUSTRALIAN-U.K. WHEAT DEAL REACHES IMPASSE

LONDON—Britain and India are still resisting the demand made by Australia that they should take up 61 million bushels of wheat at the maximum price under the terms of the International Wheat Agreement.

Originally it was reported that Australia had given the two importing countries until Dec. 1 to signify acceptance of the allocation at the maximum price. British officials, concerned at the price rise resulting from devaluation, had expressed the hope that the Australians would reduce their price nearer the minimum prescribed under the agreement.

While the British are anxious to take up the full amount allocated they have repeatedly stressed during recent prolonged negotiations that there are ample supplies of wheat available in the world and that prices ought to be reduced in consequence. The Australians have accused the British of playing for a price break by attempting to draw buyers from Australia with charges of too high prices.

Observers understand that neither side has shown any signs of giving way during the negotiations but that a compromise will be announced within the next few days. It is forecast that Britain and India will agree to pay the maximum price but that their purchases will not be for the full amount of 61 million bushels allocated but for a comparatively smaller quantity.

ECONOMIC WAR PERILS INDIAN JUTE INDUSTRY

LONDON — The prevailing economic war between India and Pakistan has been currently highlighted by the decision of the Indian authorities to suspend despatches of coal to Pakistan in retaliation for the detention of 500,000 bales of jute.

Pakistan's refusal to release the jute, alleged to have been purchased by the Indian jute millers before devaluation, forms the chief factor behind the Indo-Pakistan trade war which promises to damage the econo-

mies of both countries and might result in a total breakdown of trade relations. Observers state that Calcutta's jute milling industry, involving 90 plants, is in danger of a total breakdown unless supplies can be obtained speedily. India's position is precarious because she relies to a large extent on the foreign currency, earned by the jute industry, for the purchase of imported wheat, flour and food grains. If the embargo continues vital food supplies may have to be cut.

The trouble has been intensified by a further action of the Pakistan authorities in stopping the passage of additional consignments of jute in transit between Assam and Calcutta.

Indian observers allege that the stoppage of supplies is aimed at the Indian jute industry because the government of Pakistan is anxious to build up its own industry thus increasing the country's ability to earn foreign currency.

The British authorities are stated to be viewing the situation with concern because a breakdown in trade relations between the two dominions might imperil the whole economic structure of the subcontinent and would require energetic commonwealth action to put right.

NEW KANSAS STORAGE

SCOTT CITY, KANSAS — Three new Quonset buildings will be erected by the John S. Notestine Co. here for more storage space. When completed the structures will give the firm 175,000 bu. of storage capacity in Scott City. One of the structures will have a 40-ft. front and be 140 ft. deep. The others will be 32 ft. by 140 ft.

CONSERVATION CARRIED OUT ON 3 MILLION FARMS

WASHINGTON — Soil and water conservation practices were carried out on approximately 2,900,000 farms in the U.S. and insular territories under the 1949 agricultural conservation program, Ralph S. Trigg, administrator of the Production and Marketing Administration, has reported.

"This is a preliminary figure," Mr. Trigg said, "but it indicates how widely the assistance given by this program has been used. The assistance, in the form of conservation materials and services and financial aid, has covered about half the 'out-of-pocket' cost of the practices."

The 1949 program was administered in the Nation's more than 3,000 agricultural counties by locally elected farmer committeemen. Farmers cooperate by carrying out the conservation practices approved for the problems of their individual farms.

Since the beginning of the program, more than half the farmers in the U.S., operating more than two thirds of the crop land, have cooperated. The program is being used to conserve soil and water in every agricultural county in the U.S.

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Canadian Grain Exporters Expect Increased Sales

VANCOUVER — Grain exporters here continue optimistic that further substantial wheat sales will be made here during the next few months but also recognize the fact that serious competition may be expected, especially from Australia.

For instance, in connection with the press reports that Spain is seeking to buy substantial amounts of wheat for which she is prepared to pay in U.S. dollars, exporters here were very optimistic when the news first came out, but now they are afraid that Australia may get the business since all Canadians can offer is Class 2 wheat, which is much above the Australia price.

However, there are reports here that all the Garnet wheat in store here has been sold and that the only country normally buying such a grade is Israel. That country apparently has not been in the market lately so that the wheat may go to Spain after all.

Grain men were reported working on about four cargoes of wheat from here to Antwerp during the week, although the deal was not yet closed. Another outlet is South Africa, where some 100,000 tons of Canadian wheat were sold some months ago. The movement from here only started last week when the Greek S.S. Constatis started to load 9,000 tons.

There have been reports of additional wheat sales to Japan on a barter basis, but so far no new business has been confirmed. Three full cargoes have already been shipped to Japan from here during the past six weeks.

FRANCE CONSIDERING MORE WHEAT EXPORTS

LONDON — Following recent exports of 30,000 tons wheat to Holland, French agricultural authorities are now considering exporting wheat to Britain and Belgium. Informed circles believe that available stocks would make this possible without endangering domestic supplies. Wheat deliveries by farmers already total about 4,580,000 tons from a crop of more than 7 million tons. Domestic consumption is estimated at 5,500,000 tons, while marketable stocks should reach 5,800,000 to 5,900,000 tons. This would enable France to implement its plans for exporting 90,000 tons wheat.

It is learned that minor quantities of wheat also will be shipped to Germany.

ALLIED TRADES HOST TO BAKERS' REPRESENTATIVES

TORONTO—The Allied Trades of the Baking Industry, Inc., was host to representatives of the various provincial and local bakery associations at a dinner in the King Edward Hotel, Toronto, Jan. 11. J. Tolton, newly elected president of the allied trades, presided. Plans and activities of the several associations for the current year were discussed.

ONTARIO BAKERS' GROUP PLANS 1950 CONFERENCE

TORONTO—The 1950 annual conference of the Ontario Bakers Assn. will be held in Toronto May 1-2. Nelson Dempster, Dempster's Staff of Life, Toronto, is general chairman.

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Indiana Grain Men Warned of Growing Government Activity

By DON E. ROGERS
Central States Manager
The Northwestern Miller

INDIANAPOLIS — Increased efficiency in the operation of feed plants and elevators and constant alertness toward growing encroachments of government in business were the twin themes of the 49th annual convention of the Indiana Grain & Feed Dealers Assn. in the Claypool Hotel, Jan. 23-24. Registration was well over 600, according to Fred K. Sale, secretary.

J. E. Sams, vice president, Blatchford Calf Meal Co., Waukegan, Ill., spoke on "Better Feed Store Merchandising." He sounded a warning to the complacent country feed stores and mixing plants to clean up and modernize their places of business and to properly train employees in sales procedures if they are to retain their standing with farmers.

"Grinding and Mixing Costs Can Be Reduced" was the subject discussed by Dr. G. S. Abshier, Purdue University, La Fayette. He cited innumerable improvements which could be inexpensively made in most feed plants.

Wage-Hour Law

The latest developments under the Wage-Hour Law and the Uniform Grain Standards Agreement were reported by Ray B. Bowden, executive vice president, Grain & Feed Dealers National Assn.

"We in America live in the only country in the world which has had an unchanged government for the past 150 years," Mr. Bowden said. "During that time we have been taught and have practiced improving the state of welfare of the nation. We have improved the state of welfare of the farmer and of labor, but the means by which it has been accomplished in recent years poses the serious question as to whether or not the state of welfare is rapidly changing to a welfare state."

Mr. Bowden outlined recent modifications of exemption provisions of the Wage-Hours Law and pointed out that the 75¢ minimum wage regulation was to become effective at midnight Jan. 25.

CCC Wheat Storage

Mr. Bowden said the national association had been notified that the CCC will ask country elevator operators for firm offers by Feb. 15 of how much room they can provide for CCC wheat on April 15. This, he said, is difficult because elevator men cannot tell that far ahead what the CCC will do with grain it now owns in their houses or what the farmer with loan-stored grain will do with it by that time. On the other hand, Mr. Bowden warned, failure of the country elevators as a group to make such offers may simply encourage the government agency to ask for more funds to buy more steel bins and other types of temporary storage.

A meeting to discuss the matter between elevator men, associations officials and government representatives will be held in Chicago Feb. 5, Mr. Bowden said, with all country elevator men invited.

L. L. WARREN NAMED LARABEE HEAD CHEMIST

KANSAS CITY—Glenn F. Hilts, executive vice president in charge of southwestern operations for the Larabee Flour Mills Co., has announced the appointment of Lawrence L. Warren as chief chemist, succeeding Marvin Lawrenson who recently resigned to accept a position with the Colorado Milling & Elevator Co.

Mr. Warren has been a member of the Larabee products control department staff for the past five years. He is a graduate of Central Missouri Teachers College and a veteran of World War II. Prior to his service in the war, he was associated with the products control department of the Kansas Flour Mills Co.

TOM TUPPER APPOINTED TO FULTON SALES POST

KANSAS CITY—Tom Tupper has been appointed sales representative of the multiwall bag division of Fulton Bag & Cotton Mills for western Missouri, Iowa, Kansas and Nebraska. He will maintain his headquarters in Kansas City.

MELVIN D. CRAFT JOINS ECKHART MILLING FIRM

CHICAGO—Melvin D. Craft has become associated with the B. A. Eckhart Milling Co., Chicago, according to an announcement by T. R. Coyne, president, and D. H. Wilson, vice president and general manager. Mr. Craft will be district sales manager to have specific charge of the Chicago jobbing business and the near-by metropolitan area in sale of all Eckhart products.

The appointment of Mr. Craft is another step in the organizational program started by the firm about 15 months ago. Mr. Craft is well known in this area. He is a graduate of Highland Park Academy, Des Moines. He attended the University of Minnesota, Minneapolis, and Coe College, Cedar Rapids, Iowa. He graduated from Coe. For the past 21 years Mr. Craft had been with the International Milling Co., traveling in Iowa, Illinois and Wisconsin. In 1941 he was transferred to this company's Chicago office, where he was located until he resigned recently.

DEATHS

R. Lee DeJarnette, 63, manager of the mill offices of the Larabee Flour Mills Co. at Kansas City, died in a Kansas City hospital Jan. 17. Mr. DeJarnette had been an employee of the company for more than 25 years. He is survived by his widow, Mrs. Helen DeJarnette; his father, J. L. DeJarnette; two sisters, Mrs. C. J. Patterson, wife of C. J. Patterson, head of the C. J. Patterson Co., Kansas City, and Mrs. J. B. Jackson, and three brothers, S. W. DeJarnette, J. L. DeJarnette, Jr., superintendent of the Continental Baking Co. mill, Kansas City, Kansas, and Joseph DeJarnette, all of Kansas City.

David A. Tod, Oshawa, Canada, one of the pioneers of the baking industry in Ontario, and a past president of the Canadian bread and cake bakers' association, died recently.

Daniel Janover, 61, president of S. Gumpert, Inc., died in his New York home Jan. 19. He was also head of several other wholly owned subsidiaries in New York and Philadelphia. Mr. Janover had been associated with the Gumpert company since 1913 and had been president of it since the death of S. Gumpert, his father-in-law, in 1930.

John F. Rahm, 74, retired head of the J. E. Rahm Grain Co., Kansas City, died of a heart attack at his home in Mission Hills, Kansas. Mr. Rahm, though in retirement, maintained an office in the Board of Trade Bldg. and continued to visit his business quarters as late as last week. He moved to Kansas City from Wooster, Ohio, in 1897 to join the E. D. Fisher Commission Co. on the Board of Trade. The Fisher company was dissolved and reorganized as the J. E. Rahm Grain Co. in 1925. He headed the latter organization until 1942, when he retired. Mr. Rahm is survived by a daughter, **Mrs. F. H. MacDonald,** Kansas City, two sons, **J. M. Rahm,** Steamboat Springs, Colo., and **F. F. Rahm,** Kansas City, and a sister, **Mrs. L. M. Watson,** River Forest, Ill.

Unexpected death came to **Mrs. Doris Wimont Kirkpatrick,** wife of **K. K. Kirkpatrick,** grain buyer for the Commander-Larabee Milling Co.

C. Omer Crissman, 87, Utica, Mich., president of the Utica Milling Co., died Jan. 7 at his home in Utica. He started with the milling company in 1906, and later became prominent in civic affairs in his community. He is survived by two daughters and two sons.

John W. Moore, 71, died at Atchison, Kansas, Jan. 15. From 1912 until 1937 when the mill burned, he was employed by the Lukens Milling Co. Since 1937 until his retirement last year he had worked at Dobry Flour Mills, Inc., Yukon, Okla.; Arnold Milling Co., Sterling, Kansas, and Slater (Mo.) Mill & Elevator Co. He was born in Ireland.

Connected with the grain trade of Canada for more than 40 years, **George Serls,** 89, died at his home in Winnipeg Jan. 17. He was a former chairman of the Grain Appeal Tribunal. He began his activities as a grain sampler in 1889, and became deputy inspector in 1895, and finally chief grain inspector in 1913. A few years later he was appointed chairman of the Grain Appeal Tribunal, a position he held until he retired in 1931. Mr. Serls was born in Virginia.

M. L. JOHNSON RETAINS CANNON VALLEY BRANDS

MINNEAPOLIS—Martin L. Johnson, flour, feed and grain broker, Cumberland, Md., will continue to handle the brands and formulas formerly belonging to the Cannon Valley Milling Co., now being packed by the Atkinson Milling Co.

Mr. Johnson's firm has covered Cumberland and adjacent territory since 1932. He is assisted by Ernest T. Johnson and John C. Gunter.

GMI TO PAY $.84375

MINNEAPOLIS—The board of directors of General Mills, Inc., has declared a quarterly dividend of $.84375 a share on General Mills 3¾% cumulative convertible preferred stock, payable March 1 to stockholders of record Feb. 10. This is the 18th consecutive quarterly dividend on General Mills 3¾% preferred stock.

"THE GENERAL"

★

MINNEAPOLIS—John Dos Passos, social-political novelist, has written for General Mills, Inc., what is described as "an objective and human report on the company and the people who work for it." He spent three months "nosing around," as he puts it, in the company's plants and offices throughout the country. He talked with many people in and out of the company, including James F. Bell, founder and former chairman of the board, and did not overlook the farmer in the field and the sweeper in the mill.

The result of this study is a 15,000-word article which is being published serially in the Modern Millwheel, a General Mills house organ. The first installment is called "Wheat Is King of the World."

Dos Passos was among the writers who emerged prominently from World War I. Notable among his works—which include novels, plays, essays and verse—are "Manhattan Transfer," "The 42nd Parallel," "Nineteen Nineteen" and "The Big Money."

CK RANCH HEREFORD WINS CHAMPIONSHIP

★

DENVER—A grand championship at the National Western Livestock Show here last week was awarded to a Hereford bull owned by John J. Vanier, president of the Western Star Mill Co., Salina, Kansas, whose CK Ranch is at Brookville, Kansas. The champion, CK Crusty XI, is seven generations removed from the most famous of Herefords, Prince Domino.

Pennsylvania Bakers Hear ABA, ARBA Officials at Convention

By WAYNE G. MARTIN, JR.
Eastern States Manager
The Northwestern Miller

PHILADELPHIA — The study of means of promoting the consumption of bakery products featured the convention of the Pennsylvania Bakers Assn. at the Benjamin Franklin Hotel here Jan. 22-24. Eugene K. Quigg, Richmond (Ind.) Baking Co., president of the American Bakers Assn., was the keynote speaker and stressed the vital importance of the Bakers of America Program.

Walter Jennings, executive secretary of the Associated Retail Bakers of America, described the work that organization is doing to improve the condition of the retail baking industry.

Other addresses were directed toward the production and merchandising phases of baking. John Hagy, Freihofer Baking Co., Philadelphia, was scheduled to be elected president of the association Jan. 24; Guy S. Beaver, Beaver Bros. Baking, Bernham, Pa., vice president, and C. Frank Summy, Jr., Wheatland Bakers, Inc., Lancaster, treasurer.

MOSTLY PERSONAL

Richard E. Cline, son of **E. P. Cline,** secretary of the Southern Bakers Assn., Atlanta, was married to **Miss Ernestine Evans,** Columbus, Ga., Jan. 13. After a short wedding trip, the couple returned to Atlanta to make their home. The younger Mr. Cline is attending the Southern Technical Institute in Atlanta.

●

E. J. Quinn, executive vice president, Commander-Larabee Milling Co., has returned to Minneapolis after a business stay in New York.

●

William E. Derrick, vice president, Pillsbury Mills, Inc., left New York by plane Jan. 22 for a visit to the Minneapolis office.

●

Elmer O. Peterson, vice president and sales manager, Tennant & Hoyt Co., Lake City, Minn., arrived in New York Jan. 20, making his headquarters with **H. J. Blake,** the mill's representative.

●

P. A. Kier, general manager of the Toledo mill of the National Biscuit Co., expects to leave Jan. 25 on a business trip to the New York office. An extensive building improvement has been under way at the mill.

●

Frank E. Church, who retired recently as president of the B. A. Eckhart Milling Co., Chicago, will move to Baraboo, Wis., about Feb. 1, where he will reside permanently.

●

R. J. Pinchin, president, Renown Mills, Ltd., Calgary, Ont., was a New York visitor last week.

●

Sidney Lee, Sche-Rose Mfg. Co., Dallas, recently was named by the Texas Junior Chamber of Commerce as one of the state's outstanding young civic leaders for 1949. Mr. Lee, who is 33, was honored at a banquet in Waco, Texas, Jan. 14, together with four other winners of the organization's annual distinguished service awards. He served as head of the state Jaycee committee which pushed the successful prison reform movement last year and is a member of the Dallas County screening committee, which reviews welfare problems.

●

Blair Lehault, Doughnut Corporation of America, New York, was a recent business visitor in Minneapolis. He attended the first annual Bosses' Night dinner of the Minnesota Allied Trades of the Baking Industry with **H. C. Kayser,** DCA representative in Minnesota.

●

John F. Gerard, vice president, Standard Milling Co., Buffalo, was on the New York Produce Exchange Jan. 20 visiting with the friends he knew when that was his center of operations.

●

Walter R. Schuchardt, who recently resigned as field secretary of the Associated Retail Bakers of America, has taken over the Lake Forest Pastry Shop in Clayton, St. Louis County, Mo. Mr. Schuchardt is a past president of the St. Louis Master Bakers Assn. and has also served several terms as a director of the ARBA.

●

Charles Meissner, 82-year-old manager of the Kansas City Board of Trade barber shop, and **Mrs. Meissner** won $2,000 worth of prizes on the radio program "Chance of a Lifetime" in New York Jan. 22. The Meissners were given a free trip to New York to appear on the program. For answering three questions correctly, they were awarded a large supply of food, hunting and fishing equipment, a boat and an outboard motor.

●

A. G. Ehernberger, sales manager, Valier & Spies Milling Company, St. Louis, is in Nashville, Tenn., on business. **B. V. Hopper,** a sales director for the company, is attending the Ohio and Pennsylvania bakers' conventions. **B. H. Pepper,** sales director, is visiting the trade in Alabama. **John W. Linden,** sales director, is in Indiana on business.

●

Charles E. Forsberg, Alstadt & Langlas Baking Co., Waterloo, Iowa, left Iowa Jan. 17 on a trip to Florida. Mr. Forsberg was in Des Moines Jan. 16-17 in connection with his service as president pro-tem of the Episcopal Diocese of Iowa, a post which he will hold until the consecration of a new bishop in late March or April. He is also chairman of the finance department of the Diocesan Council.

●

Fred W. Parrish, well known Winnipeg grain man and a member of Parrish & Heimbecker, Ltd., was elected potentate of Khartum Temple at the annual meeting in Winnipeg Jan. 17.

●

Henry Heide, Inc., New York, recently honored employees who have been with the organization 25 years or more. **Edward Grebenstein,** director and personnel manager, who had completed 50 years' service, was singled out particularly. He is the second generation in his family to have been so honored. His father, **Charles H. Grebenstein,** who joined the company four years after it was founded, also celebrated his 50th anniversary with it.

●

R. B. Dodds, vice president in charge of Entoleter Division of Safety Car Heating & Lighting Co., Inc., New Haven, Conn., is spending the week in Minneapolis on business.

●

T. M. Power, sales supervisor, Eagle Roller Mill Co., New Ulm, Minn., left New York Jan. 21 for other eastern markets. He spent nearly a week in New York.

●

Homer C. Jennings, C. D. Jennings Grain Co., Hutchinson, Kansas, and **M. J. Anderson, Jr.,** sales manager, Hutchinson (Kansas) Bag Co., were two of six new directors elected by the Hutchinson Chamber of Commerce last week. Mr. Jennings was chosen vice president.

●

William E. Teichgraeber, Teichgraeber Milling Co., Emporia, Kansas, was elected a new director of the Citizens National Bank at the annual meeting of the stockholders Jan. 17.

●

Grover C. Minter, vice president, central division, General Mills, Inc., Chicago, spoke recently before the Grand Rapids (Mich.) Advertising Club.

●

R. M. Finch, director of the flour milling service division, Wallace & Tiernan Co., Inc., was a business caller in Minneapolis last week.

●

H. S. Faulkner, Oklahoma City, vice president in charge of products control for the southwestern division of General Mills, Inc., made a recent business trip to Kansas City.

●

R. C. Davidson, president of the Davidson Grain Co., Hutchinson, Kansas, and **Mrs. Davidson,** have left by motor car for a Florida holiday.

●

Sam P. Wallingford, president of the Sam P. Wallingford Grain Corp., Wichita, and **Mrs. Wallingford** will sail Jan. 28 on the S.S. Britannica. They will visit Turkey, Greece, Egypt, the Holy Land, Italy and Switzerland.

●

J. S. Hargett, Oklahoma City, president of the southwestern division of General Mills, Inc., was named a director of Oklahoma Industries, Inc., at the recent annual meeting of stockholders.

●

Miss Maxine Turner, nutrition consultant on the staff of the Millers National Federation, Chicago, spent several days on business in Minneapolis last week.

AT MACARONI MEETING — The illustration above shows some of the representatives of the macaroni industry at the winter meeting of the National Macaroni Manufacturers Assn. at the Flamingo Hotel in Miami Beach Jan. 18-20. Left to right: Mrs. Peter LaRosa, Peter LaRosa, V. LaRosa & Sons, Brooklyn, N.Y.; C. W. Wolfe, Mego Macaroni Co., Harrisburg, Pa.; Charles C. Rossotti, Rossotti Lithograph Corp.; Mrs. David Wilson, David Wilson, King Midas Flour Mills, New York City; Raymond Guerrini, Keystone Macaroni Co., Lebanon, Pa.; Lawrence Williams, the Creamette Co., Minneapolis; Mrs. C. W. Wolfe, Fred Mueller, C. F. Mueller Co., Jersey City, N.J., and C. L. Norris, the Creamette Co., Minneapolis, president of the association. A report on the meeting appears on page 22.

OKLAHOMA CROP GROUP SETS JAN. 27 MEETING

OKLAHOMA CITY—The Oklahoma Crop Improvement Assn. will hold its annual meeting in Stillwater Jan. 27. Speakers will include Park Yeats, head of the seed division of the state department of agriculture; John I. Taylor, Mountain View, vice president of the Oklahoma Wheat Research Foundation, Inc.; Dave Savage, Woodward, field station superintendent; Karl S. Quisenberry, Washington, D.C., federal agronomist, and S. C. Salmon, Washington, agronomist in wheat investigations.

Senate Votes Repeal of Federal Taxes on Oleo

WASHINGTON—The dairy industry appears to have lost its last-ditch stand to retain the federal taxes on margarine as the Senate killed one after another of crippling amendments that the dairy state senators introduced to halt the approval of the oleo tax repealer.

The Senate last week voted to repeal the federal excise taxes on margarine but included in the bill as passed by the Senate were provisions that sale of margarine in public eating places be identified by public notices of its use in the place of business plus the requirement that margarine must be served in triangular portions. In this respect the Senate-approved bill differs from that passed by the House in the first session of the 81st Congress.

It is now necessary that the bill be reconciled as to its differences between conferees from both chambers. The Senate appointed the following senators to meet with a House committee yet to be named: Democrats—Walter F. George of Georgia, Tom Connally of Texas, and Harry F. Byrd of Virginia; Republicans—Robert A. Taft of Ohio and Eugene F. Milliken of Colorado.

Although the margarine tax repealer seems certain of adoption there could be an upset in the House where a bill is now pending to increase the cotton acreage allotments for the 1950 cotton crop. Cotton producers are up in arms in certain areas where the impact of the cotton acreage allotments has struck hard. If the cotton interests require the support of the dairy state representatives to get the increased cotton acreage allotment through the House it is possible that a congressional trade could kill the margarine tax repealer in order to insure the passage of the cotton acreage allotment increase. The House-sponsored amendment to the cotton acreage allotment for 1950 would increase cotton acreage by approximately one million acres.

ST. LOUIS GROUP NAMES JULIUS A. ZIMMERMAN

ST. LOUIS—Julius A. Zimmerman, partner of Cahokia Flour Co., was recently reelected president of the St. Louis Flour and Bakery Supply Distributors Assn. for 1950.

Robert Van Dusen, Hilker & Bietsch Baker Supply Co., was elected vice president; George Giessing, Valier & Spies Milling Company, secretary, and Henry J. Albrecht, Eberle-Albrecht Flour Co., treasurer.

JACK C. PARKER HEADS FLOUR MILL ACCOUNTANTS

KANSAS CITY—Jack C. Parker, General Mills, Inc., Kansas City, was elected 1950 president of the Flour Mill Accountants Assn. at a meeting held in Kansas City Jan. 20. Other officers appointed include Curtis Kneale, Standard Milling Co., Kansas City, first vice president; Herbert Regier, Buhler (Kansas) Mill & Elevator Co., second vice president, and K. E. Linnenkohl, New Era Milling Co., Arkansas City, Kansas, secretary-treasurer.

A discussion on efficiency of labor in flour mills was led by Paul German, Standard Milling Co., Chicago. H. S. Alexander, Dannen Mills, Inc., St. Joseph, Mo., directed a discussion on the proposal for handling all grain transactions in terms of hundredweight.

The new "white collar" regulations under the federal wage and hour act were analyzed by D. A. Wendele, assistant regional director of the Wage and Hour Administration.

MIDWEST CLUB TO HOLD ANNUAL MEETING JAN. 30

KANSAS CITY—The annual meeting of the Midwest Bakers Allied Club will be held Jan. 30 at the Hotel President, Kansas City. A cocktail party complimenting the retiring president, Walter Kuckenbecker, Red Star Yeast & Products Co., Kansas City, will begin at 5:30 p.m. Dinner will be served at 6:30 p.m. followed by the annual business meeting of the club.

Committee reports will be read and officers for the new year will be elected. Reservations for the meeting are now being accepted by Miss Ruth Ann Smith, club manager.

A. G. EHERNBERGER NAMED TO HEAD ST. LOUIS GROUP

ST. LOUIS—A. G. Ehernberger, Valier & Spies Milling Company, was elected president of the St. Louis Milling & Grain Club at the annual meeting of the club held in conjunction with the annual meeting of the St. Louis Merchants Exchange Jan. 17 at the Statler Hotel. The total attendance was more than 200.

J. L. Young, Norris Grain Corp., was named first vice president; R. E. Nye, National Alfalfa Dehydrating & Milling Co., second vice president, and W. J. Krings, 220 Merchants Exchange Bldg., secretary.

A. G. Ehernberger

The executive committee is composed of R. H. Dean, the retiring president, chairman; Mr. Ehernberger, R. C. Jadwin, G. L. Kelley, Mr. Nye, G. K. Whyte and Mr. Young.

Richard F. Uhlmann, Uhlmann Grain Co., Chicago, past president of the Chicago Board of Trade, was the principal speaker at the joint meeting. The other speakers included Eldred A. Cayce, president of the Merchants Exchange; James E. Crowe, city counsellor of St. Louis, and W. H. Tuberman, secretary of state.

SUMMARY OF FLOUR QUOTATIONS

Week-end flour quotations, in sacks of 100 lb. (Canadian quotations in barrels of 196 lb.) All quotations on basis of carload lots, prompt delivery:

	Chicago	Minneapolis	Kansas City	St. Louis	Buffalo
Spring family	$ @7.75	$ @6.80	$ @	$ @	$7.35@7.75
Spring top patent	5.70@6.55	@	@	@	@
Spring high gluten	@	5.85@6.05	@	@	6.10@6.35
Spring short	@	5.75@6.05	@	@5.75	@
Spring standard	5.55@5.85	5.55@5.80	@	@5.60	5.70@5.75
Spring first clear	4.70@5.40	4.80@5.40	@	@5.00	5.20@5.30
Hard winter family	@	@	6.15@6.80	@6.60	@
Hard winter short	5.45@5.60	@	5.40@5.45	@5.60	@
Hard winter standard	5.30@5.45	@	5.15@5.35	@5.40	5.30@5.50
Hard winter first clear	@4.50	@	3.70@4.35	@4.40	5.10@5.40
Soft winter family	@	@	@	@5.25	@
Soft winter short patent	5.95@6.45	@	6.35@6.80	@5.70	5.85@6.05
Soft winter standard	5.50@5.90	@	@	@5.50	@
Soft winter straight	@	@	5.35@5.55	@5.40	5.30@5.40
Soft winter first clear	5.35@5.60	@	@	@5.30	4.85@5.15
Rye flour, white	4.15@4.40	4.90@4.95	@	@4.75	4.80@4.90
Rye flour, dark	3.35@3.60	3.90@3.95	@	@3.65	3.80@3.90
Semolina, standard	@4.05	5.80@5.85	@	@4.85	@5.15

	New York	Phila.	Boston	Pittsburgh	Atlanta
Spring family	$ @7.65	$7.30@7.50	$ @	$7.10@7.45	$ @
Spring high gluten	5.20@5.45	6.40@6.50	6.25@6.45	6.87@6.90	@
Spring short	@	6.20@6.35	6.15@6.25	6.80@6.90	@
Spring standard	5.90@6.15	6.10@6.20	5.85@6.05	5.90@6.00	@
Spring first clear	5.25@5.45	5.50@5.60	5.45@5.65	5.75@5.75	@
Hard winter short	5.90@6.20	5.85@5.95	6.05@6.15	5.87@5.90	@
Hard winter standard	5.70@5.85	5.75@5.85	5.75@5.85	5.87@5.90	@
Soft winter family	@	@	7.15@7.85	@	@
Soft winter straight	5.45@5.65	@	5.85@6.05	@	@
Soft winter standard	@	5.60@5.80	@	@	@
Rye flour, white	4.85@5.15	@	4.80@4.90	4.65@4.70	@
Rye flour, dark	@	@	@	3.80@3.85	@
Semolina, standard	5.45@5.55	@	@	@4.55	@

	Seattle	Los Angeles		Toronto	**Winnipeg
Family patent	@	@	Spring top patent	$ @11.15	$11.20@11.45
Standard	@	@	Spring second patent	@10.65	10.70@10.90
Bakery grades	@	@	Spring first clear	@ 9.65	@
Pastry	@	@	Spring exported	@14.50	@
			Ontario soft winters	7.80@ 8.05	@

**In cottons, Fort William basis, 100-lb. cottons.

SUMMARY OF MILLFEED QUOTATIONS

Week-end millfeed quotations, summarized from the market reviews, are based on carload lots, prompt delivery, per ton, packed in 100-lb. sacks, f.o.b. at indicated points:

	Chicago	Minneapolis	Kansas City	St. Louis	Ft. Worth
Spring bran	$41.50@43.00	$ @41.50	$ @	$ @	$ @
Hard winter bran	@	@	37.00@37.50	@	@
Soft winter bran	@	@	@	@	41.00@46.00
Standard middlings*	41.50@43.50	@41.50	@	@	@
Flour middlings	43.50@45.50	@41.50	40.75@41.25	@	41.00@42.00
Red dog	44.50@47.50	@41.00	@	@	@

	Buffalo	Philadelphia	Boston	Pittsburgh	Atlanta
Spring bran	$45.00@45.50	$ @53.00	$52.50@53.00	$53.50@54.50	$ @
Standard middlings*	45.00@45.50	@54.00	52.00@53.00	48.50@51.00	@
Flour middlings	48.00@48.50	@	@	53.00@54.50	@
Red dog	48.00@48.00	@57.00	@58.00	54.00@55.00	@

	Spring bran	Shorts	Middlings
Toronto	$ @37.00	$ @42.00	$ @41.00
†Winnipeg	@31.00	@34.00	@

*Brown shorts. †Bran shorts. †Ft. William basis.

UNITED STATES VISIBLE GRAIN SUPPLY

Visible supply of grain in the U.S. as compiled by the secretary of the Chicago Board of Trade in bushels (000's omitted) on Jan. 14, and corresponding date of a year ago:

	Wheat		Corn		Oats		Rye		Barley	
	1950	1949	1950	1949	1950	1949	1950	1949	1950	1949
Baltimore	4,329	1,169	2,401	2,126	191	437	384	892	334	71
Boston	1,348	870		304						
Buffalo	12,508	3,658	3,595	4,828	2,774	2,499	161	131	1,435	434
Afloat	11,993	1,705	1,315	1,115	1,339				171	
Chicago	8,892	2,531	6,438	9,191	1,593	282	1,946	851	403	676
Afloat		165					1,040	502		354
Duluth	12,794	13,142	4,918	7,245	2,287	1,291	413	69	6,191	919
Enid	24,781				58					
Ft. Worth	8,111	7,118	208	271	144	208	7	7	33	18
Galveston	3,414	3,378	223	883						
Hutchinson	13,451	12,928					3	33		7
Indianapolis	2,538	874	817	1,246	194	237	14	237		
Kansas City	38,346	35,847	1,208	1,242	31	155	186	317	43	354
Milwaukee	275	401	1,251	895	124	65			2,884	3,233
Minneapolis	6,245	5,448	4,281	6,345	5,854	1,642	1,139	1,436	8,611	1,819
New Orleans	4,861	3,778	481	1,174	28	1				
New York	1,845	1,881	824	238	7					
Afloat	11,994									
Omaha	11,445	14,146	8,473	2,189	91	224	166	58	53	99
Peoria	264	392	264	133						
Philadelphia	1,547	1,162	273	847	1	58	21	23	21	17
Kans. City	1,168	1,847	318	111	158	288	1	11	61	74
St. Joseph	4,221	2,447	1,411	1,111	422	288		1	61	22
St. Louis	6,877	7,313	1,751	3,539	855	344	13	69	19	37
Wichita	12,027	7,143							31	
Totals	188,804	116,193	48,892	44,828	16,117	8,149	4,719	3,867	21,474	11,315

GRAIN FUTURES—CLOSING PRICES

Closing grain futures quotations in leading markets, in cents per bushel:

WHEAT

	Minneapolis			Chicago				Kansas City			
	May	July	Sept.	May	May	July	Sept.	May	May	July	Sept.
Jan. 16	213¾	207¾	193¾	214¾	214	193¾	181	213¾	204¾	186¾	167¾
Jan. 17	213¾	208¾	194	215¼	214¾	193¾	182¾	213¾	205¾	187¼	167¾
Jan. 18	213¾	207¾	193¾	214¾	208¾	193¾	181¾	213	204	186¾	167¾
Jan. 19	214¾	208¾	195¾	215¾	214¾	193¾	181¾	214¼	206¼	188¾	168¾
Jan. 20	214¾	209¾	195¾	215¾	214¾	193¾	181¾	214¾	206¾	188¾	168¾
Jan. 21	214¾	209¾	195¾	215¾	214¾	193¾	181¾	214¾	206¾	187¾	167

	CORN		OATS							
	Chicago		Chicago		Winnipeg		Minneapolis		Chicago		Minneapolis	
	May	May	May	July	May	July	May	July	May	May	May	July
Jan. 16	138¾	137¾	140¾	140¾	161¾	164¾	138	138¾	72¾	69¾	63¾	67¾
Jan. 17	139¾	138¾	141	141¾	164¾	167¾	139¾	139¾	72¾	69¾	63	64
Jan. 18	139¾	138¾	140	141	163¾	166¾	137¾	137¾	71	67¾	61¾	67¾
Jan. 19	138¾	137	138¾	139¾	160¾	164¾	138¾	138	71¾	67¾	61¾	67¾
Jan. 20	138¾	137	137¾	137	160¾	163¾	137¾	137	71	67¾	61¾	67¾
Jan. 21	137¾	136¾	136¾	136¾	160	161¾	136¾	136¾	71	66¾	61	64¾

NOVEMBER FLOUR PRODUCTION TOTALS 19.2 MILLION SACKS

Census Bureau Reports Activity During the Month at 68.9% of Capacity; Minnesota, Illinois Mills Off 15%, With Slight Gains Shown by Missouri, Texas

WASHINGTON—Wheat flour production during November, 1949, totaled 19.2 million sacks, the lowest November output in recent years. The Bureau of the Census, in its "Facts for Industry" report, estimated production for that month at 8% below the 20,865,000 sacks produced during October, 1949, and 17% less than the 23,099,000 sacks produced in November, 1948.

Flour mills operated at 68.9% of capacity during November, about the same as during October, indicating that the decline in production was largely the result of fewer working days in November.

Production by Minnesota mills was down by about 15% as compared with the October output of mills in that state. November production in Minnesota totaled 2,333,000 sacks as compared with 2,751,000 sacks during October for a decline of 418,000 sacks.

Mills in New York state showed a decline of 9.5% in production and Illinois flour production was off 15%. Mills in Kansas produced 2,922,000 sacks during November, as compared with 3,019,000 sacks for the previous month for a decline of 3.2%.

Mills in Missouri and Texas showed increases of 2% and 1.8%, respectively, and were the only principal flour producing states which showed gains during November.

Wheat grindings during November amounted to 44.9 million bushels, 3.9 million bushels below October and 8 million bushels less than in November of 1948. Wheat offal output was 389,000 tons compared with 425,000 tons during October.

These figures represent the output of all commercial flour mills in the U.S. About 96% of the totals are reported by the 400 largest mills, and the balance estimated. The estimated portion is derived from an annual survey of the smaller mills which account for the remaining 4% of total annual production.

Detailed statistics on flour production during November, with comparisons, follow:

NOVEMBER FLOUR PRODUCTION

Flour production by states in the U.S. for November, 1949, with comparisons, as reported by the Bureau of Census, U.S. Department of Commerce (in sacks, 000's omitted):

State	Nov. 1949	Oct. 1949	Monthly ave. 1948	Nov. 1947
California	535	604	535	492
Colorado	363	373	382	427
Illinois	1,364	1,610	1,143	1,181
Indiana	295	318	295	271
Kansas	2,922	3,019	4,287	4,114
Michigan	341	384	344	371
Minnesota	2,333	2,751	2,344	3,349
Missouri	1,444	1,420	1,204	1,241
Montana	223	228	251	232
Nebraska	351	382	343	319
New York	1,478	1,634	1,414	1,504
North Dakota	198	247	275	287
Ohio	572	607	600	742
Oklahoma	824	914	1,080	1,192
Oregon	333	377	391	514
Texas	1,114	1,111	1,014	1,001
Utah	233	255	304	304
Washington	718	784	842	1,022
Wisconsin	515	584	559	587
United States	14,853	15,817	15,318	16,247

Data for 1947 and 1948 represent actual production as reported by all commercial mills regardless of size. Those for 1949 are estimated, based on reports from mills with a daily capacity of over 400 sacks. Estimates are shown only for states in which the mills reporting each month accounted for more than 85% of the total production during the two years ended Dec. 31, 1948.

—MORE IN THE STAFF OF LIFE—

MILLERS CLUB TO MEET

CHICAGO—The Chicago Millers Club will discuss the question of continuing as an independent organization, or becoming a section of the Association of Operative Millers at its Jan. 26 meeting to be held at the Furniture Club of America. Hill Clark, treasurer of the Millers National Federation, will be guest speaker at the meeting which will be preceded by a dinner. Mr. Clark will discuss various pension plans.

—MORE IN THE STAFF OF LIFE—

HEAD MILWAUKEE BAKERS—Officers of the Milwaukee Retail Bakers Assn. elected to serve in 1950 are shown above, scanning one of the association's early dues record books dating back to 1899, with John Bohren, Bohren Bakery, reelected treasurer, pointing to the low dues in effect during the early history of the association. Checking the records are Roman Seitz (center, seated), Seitz Bakery, reelected for his second term as president of the association; Nic J. Schmidt (left), Schmidt Bakery, renamed for another term as corresponding secretary; Erwin Rewald, Rewald's Bakery, new vice president; and, standing at rear, Leon Rewald, Erwin's father, who was reelected financial secretary of the group. Election and installation featured the January meeting. The photo appears through the courtesy of the Milwaukee Sentinel.

CENSUS REPORT ON FLOUR AND FEED OUTPUT

Wheat flour production in the U.S. as reported by the Bureau of the Census of the U.S. Department of Commerce.

Month	Wheat ground* (1,000 bu.)	Production—Wheat flour (1,000 sacks)	Production—Offal (tons)	Daily 24-hour capacity in wheat flour† (1,000 sacks)	Wheat flour production as % of capacity	Average lb. of wheat per sack of flour	Average lb. of offal per sack of flour	Flour extraction rate‡
1949—								
November	44,932	19,221	388,594	1,133	68.9	149.0	40.5	71.4
October	48,749	20,865	424,907	1,134	68.6	149.9	40.7	71.4
September	47,341	19,397	413,838	1,108	70.2	149.1	40.6	71.4
August	48,581	19,957	404,473	1,103	83.5	149.8	40.6	71.4
July	44,221	18,894	388,587	1,104	66.3	139.7	40.1	71.4
June	46,344	20,138	398,721	1,179	84.1	138.3	39.6	72.3
May	39,891	17,253	357,989	1,171	68.2	138.4	39.9	72.3
April	38,183	16,587	333,815	1,174	68.1	138.2	39.8	72.4
March	40,810	16,881	362,148	1,178	69.1	139.8	38.8	72.4
February	45,778	18,909	383,281	1,179	74.1	137.6	38.2	72.7
January	51,819	22,826	438,293	1,174	74.1	137.4	38.8	72.3
1948—								
December	51,998	22,881	451,600	1,176	74.8	137.4	38.9	72.8
November	52,981	23,099	454,604	1,171	82.3	137.4	37.8	72.8
October	55,891	24,260	484,664	1,172	78.9	137.5	38.1	72.7
September	54,081	23,519	455,804	1,181	79.9	137.9	38.5	72.5
August	57,907	25,171	493,008	1,184	81.8	138.0	38.3	72.4
July	58,293	24,855	473,804	1,187	78.1	134.2	38.6	72.4

Data represent production of all commercial mills. Data for 1949 include estimates for mills not reporting on a monthly basis.

*Wheat as purchased, including dockage, if any.

†The combined daily 24-hour capacity of the mills in the "400 sacks and under" group (surveyed annually) is assumed to be constant at the December, 1948, total of 130,133 sacks for each month of 1948 and subsequent months.

‡Capacity for each month is obtained by multiplying the daily 24-hour capacity by the number of days in the month, excluding Sundays and holidays.

§Wheat flour production as compared with amount of wheat ground.

‖Estimating factors were revised in July, 1949, to conform with 1948 annual reports from all known mills. Previous 1948 and 1949 figures in this table have been revised. Figures prior to June, 1949, as published in the August, 1949, release were incorrectly shown on the unrevised basis.

M. L. LAWRENSON TO HEAD CM&E LABORATORY STAFF

DENVER—Marvin L. Lawrenson has been named director of laboratories for the Colorado Milling & Elevator Co., officials of the company announced Jan. 23. Mr. Lawrenson announced his resignation as chief chemist for the Larabee Flour Mills Co., Kansas City, to accept the new position with the Colorado company.

He has had many years of experience in grain and flour mill laboratory work. He was associated with the St. Joseph (Mo.) Testing Laboratories for 16 years before joining the Larabee company as chief chemist in its St. Joseph mill laboratory.

Mr. Lawrenson was transferred to Kansas City in September, 1947, to succeed J. W. Whitacre as chief chemist. His position with the Colorado Milling & Elevator Co. will place him in charge of all the company's mill laboratories, with headquarters in Denver. He took up his new duties Jan. 24 and expects to move his family from Kansas City to Denver in the near future.

Mr. Lawrenson is currently chairman of the Kansas City Section, American Association of Cereal Chemists. The section will announce appointment of an interim chairman to serve until the new officers are elected in about two months.

—MORE IN THE STAFF OF LIFE—

RYE FLOUR PRODUCTION DOWN 11% IN NOVEMBER

WASHINGTON—Rye flour production by U.S. mills during November, 1949, was estimated by the Bureau of the Census to be 203,000 sacks. A decline of about 11% from the previous month's total of 228,000 sacks. The November output was 21,000 sacks higher than that for the same month of 1948, however.

Offal production during November, 1949, totaled 1,799 tons, compared with 2,133 tons for October.

Rye flour milling statistics, with comparisons for November, 1949, follow:

RYE FLOUR PRODUCTION

Production of rye flour in the U.S. as reported by the Bureau of the Census of the U.S. Department of Commerce.

Month	Grain ground, bu.	Flour output, sacks	Offal produced, tons
1949—	—000's omitted—		
November	431	203	1,799
October	486	228	2,133
September	423	192	1,735
August	378	187	1,681
July	337	160	1,458
June	376	179	1,679
May	313	141	1,440
April	307	138	1,474
March	388	174	2,061
February	403	184	1,880
January	379	168	1,730
1948—			
December	391	174	1,707
November	396	172	1,573
October	427	185	1,690
September	398	179	1,734
August	410	179	1,813
July	332	145	1,461
June	377	167	1,158
May	326	143	1,624
April	440	201	2,164
March	422	186	1,983
February	458	220	2,270
January	340	150	1,613
Total: 1948	4,671	2,072	20,647
1947	4,198	1,824	21,528
1946	3,179	1,459	15,926
1945	4,431	2,004	21,384

—MORE IN THE STAFF OF LIFE—

Flaxseed Receipts, Shipments and Stocks

Receipts, shipments and stocks of flaxseed at Minneapolis and Duluth, for the week ending Jan. 21, in thousand bushels:

	Receipts		Shipments		Stocks	
	1950	1949	1950	1949	1950	1949
Minneapolis	197	135	19	31	10,868	12,124
Duluth	10	21	14	12	474	44

—MORE IN THE STAFF OF LIFE—

ARROW MILLS, WES-TEX OFFICIALS DISCUSS SALES

HOUSTON, TEXAS—Sales representatives and officials of Arrow Mills, Inc., Houston, and the Wes-Tex Grain & Milling Co., Plainview, met recently for an all-day session to discuss merchandising plans for Arrow feeds, American Maid flour, and other company products. Finis E. Cowan and R. Tullis Cofer are co-managers of Arrow Mills. Mr. Cowan presided at the meeting.

—MORE IN THE STAFF OF LIFE—

JOINS SANITATION FIRM

ST. LOUIS—Ray P. Millard has joined the staff of J. Carl Dawson & Associates, industrial sanitation service, as a preventive sanitation consultant. He is a graduate of Kansas State College where he received training in engineering and entomology. He previously was employed by the field laboratory of the Bureau of Entomology and Plant Quarantine, U.S. Department of Agriculture, at Manhattan, Kansas.

Flour Sales Summaries from Leading Markets

Prices reported in The Northwestern Miller's market reviews are for flour packed in 100-lb. cotton sacks unless otherwise specified. Mill list prices are quoted in the principal manufacturing centers and sales prices in the larger distributing centers. They represent average wholesale levels and do not take into account high or low extremes at which occasional individual sales may have been made. Except as noted, the price situation reported in these columns is that of the day preceding publication.

Southwest

Kansas City: Further improvement in volume of sales to domestic bakery and family accounts was noted last week in the Southwest, but there was no improvement in the basis at which flour was being sold. A number of chain and independent bakery flour customers made purchases in amounts which ranged up to around 150,000 sacks. Export interest was dull, but some fairly heavy buying is on tap.

Sales in the Southwest last week averaged 86% of capacity, figured on a six-day week capacity, compared with 78% the preceding week and 34% a year ago. A little more than 5% of the volume was for export.

A larger number of flour dealings with the domestic bakery trade occurred last week, but most of the important sales were done on bases which reflected the lowest values of the crop year. This condition was due more to dangerously low backlogs of orders at the mills than lower wheat and operating costs. An increased number of fair-sized round lots were booked by bakery and grocery chains and the more important independents in scattered sections of the country. Not all mills participated in the business, but the total volume of bookings made last week was good compared to recent weeks, and numerous mills were able to increase their unfilled order balances by a week to 20 days. Average balances now stand at around 35 to 40 days in the Southwest, with some mills still holding as low as 30 days and others managing to fill schedules up to around 50 days.

An important southeastern chain booked approximately 150,000 sacks of flour last week. Two of the major grocery chains bought scattered round lots but did not go too far ahead in their bookings. A southwestern chain bought 75,000 to 100,000 sacks of flour in recent days and in the central states several important independent bakers and a chain bakery booked fair-sized round lots. The week's bakery flour business left most of these outfits covered for February and most of March. In addition to this, there was the customary small lot business with minor accounts.

Family flour business was insignificant. Jobbers and grocers are remaining close to shore, and bookings which were made last week did not carry them much further ahead than 30 to 45 days.

Export workings were few last week, but there is promise of new sales this week. Norway bought additional small lots of first clears for February-March-April shipment, the latest dealings with this nation having gone at around $2.71 jutes, Gulf, after subsidy. The British declare that they were finally able to cover their current inquiry for 9,000 tons of maximum 50% ash flour at a top of $4.02, f.a.s., jutes, New York. Original purchases were made at $3.98 f.a.s. jutes, New York, after subsidy.

The Dutch flour buying procedure under the new private buying policy is finally cleared up, and word from Holland is that they will be in the market soon for maximum 50% ash flour. However, they may buy clears, since mills have been asked to furnish clear type samples.

The Italian Federation of Farmer Cooperatives has settled its differences with ECA and has stated that it will be in the market this week for 15,000 tons of 72% extraction flour. Buying was held up pending a dispute with ECA, which preferred that the Italians buy 80% extraction. PMA also is scheduled to buy any day for account of Austria.

Quotations Jan. 21, carlots, Kansas City: hard winter bakery short patent $5.40@5.45, standard patent $5.15@5.25, straight $5.10@5.15; established brands of family flour $6.15@6.95, first clears $3.70@3.85, second clears $3.25@3.40, 1% ash clears or higher $2.80@2.95; soft wheat short patent $6.55@6.90, straight $5.15@5.25, cake flour $6@6.55.

One mill reports domestic business fair, six quiet, 11 slow, four dull.

Salina: Demand for flour last week showed some improvement, but bookings were not heavy. Prices are practically unchanged. Shipping directions are good.

Texas: Aside from the usual scattered cars for export to the West Indies, new business last week was limited to the small domestic outlet that has prevailed for some time, family and bakers flour in about equal proportions. Sales of all types totaled 30% or 35% of capacity. Running time was still 4 or 5 days. Prices were unchanged. Quotations Jan. 21, delivered T.C.P.: Family flour, extra high patent $6.30@6.75, high patent $6@6.45, standard bakers unenriched, $5.55@5.65, first clears, unenriched, $4.20@4.30.

Wichita: Mills operated at 84% of capacity last week, compared with 66% the preceding week and 93% a year ago. Domestic sales in one mill reached 165% of capacity. In others they averaged 40%. Export sales were negligible. Shipping directions were fair to very good. Prices were up 5¢ sack.

Hutchinson: Flour business was extremely slow in this region last week. New business was limited to a few single carlots for early shipment. Buyers were not disposed to take hold of a rising market, which recovered most of the previous week's losses.

Inquiry came from several large chains but their offers were considered out of line. Shipping directions were reasonably satisfactory, and operations continued at about 65% of capacity.

Prices edged forward most days.

NEW EXCHANGE OFFICERS—Shown above are the new officers of the Merchants Exchange of St. Louis, elected at the annual meeting of the group Jan. 17. From left to right, they are: Donald W. Kiettach, Cargill, Inc., second vice president; L. C. Chase, general manager, Valier & Spies Milling Co., St. Louis division, and vice president, Flour Mills of America, Inc., Kansas City, president; Eldred A. Cayce, Ralston Purina Co., retiring president, and Harold H. Vogel, Continental Grain Co., first vice president.

The prolonged holding off of buyers has caused some concern over future operating schedules.

Buyers in general continue to pursue a cautious policy, with many of them expecting a substantial price recession next month on the basis of the severe dips last year and in 1948. Meanwhile, most of them are satisfied to fill their current needs with small purchases ordered for immediate shipment.

Family flour prices remained steady and there was no stimulus for further sales outside of small lots needed for immediate shipment to fill out buyers' requirements. Directions were fairly good early in the week. Consumer buying was termed about normal.

Sales by spring wheat mills averaged 111% of capacity, compared with 126.7% the previous week and 46% in the corresponding period of 1949. Shipments from mills were up to 93%, compared with 83.4% the preceding week. (Percentage figures for this year are based on a five-day week; for last year on a six-day week.)

Operations of Minneapolis mills averaged 70% of capacity, the same as the previous week. In the corresponding week a year ago operations averaged 85%. For the entire Northwest, operations averaged 68%, unchanged from the preceding week but lower than the 83% of capacity recorded a year ago.

Quotations Jan. 23: standard patent $5.50@5.80, short patent $5.70@6.00, high gluten $5.80@6.05, established brands of family flour, enriched $6.90, first clear $4.90@5.40, whole wheat $5.35@5.60.

Interior Northwest Mills: Some improvement in flour sales was noted last week among interior mills, although some concerns reported demand as quiet or slow. Those that showed larger sales totals said that the gain was made as a result of increased small-lot purchases rather than heavy individual orders. Shipping directions were slow to good. Operations at interior mills averaged 66% of capacity, unchanged from the previous week but smaller than the 81% reported a year ago.

Central West

Chicago: There was very little change in the flour market last week from the previous six-day period. The slight improvement continued, but sales primarily consisted of one and two carlots, and these sales were fairly numerous. However, there were several bookings of larger amounts of 5,000@10,000 sacks and even more. Many buyers continue to hold off and are waiting for a softening of prices before entering the market in a big way. Directions were good.

Family flour continues in fair demand, but business was confined chiefly to a fair amount of smaller orders. Deliveries were good.

Quotations Jan. 21: Spring top patent $5.70@5.85, standard patent $5.50@5.80, first clear $4.70@5.40; family flour $7.25; hard winter short patent

Northwest

Minneapolis: Sales by spring wheat mills again averaged above five-day milling capacity last week, although the total was not as large as the previous week. Much of the business was said to have been induced by a price reduction of 15@20¢ sack on some offerings in eastern markets.

The price concessions were said to have been offered to enable mills to gain some running time as backlogs on the books are estimated to average only about 30 to 45 days due to stronger cash wheat premiums and a soft feed market. Carlot quotations, basis Kansas City: family patent $5.90@6, baker's patent paper $5.25@5.35, standard $5.10@5.20.

The Stock Market Picture

Quotations on baking, milling and allied stocks listed on the New York Stock Exchange and the New York Curb Market:

	High	Low	Close Jan. 14,	Close Jan. 21,
	1949-50		1950	1950
Allied Mills, Inc.	39½	34⅞	38⅝	39
Allis-Chalmers	34⅝	33⅛	33⅝	33½
Allis-Chalmers, $3.25 Pfd.	90½	88	88	90½
American Cyanamid	51½	49¾	50	50⅝
American Cyanamid, Pfd.	130½	99	117	113½
Archer Daniels Midland Co.	42¾	36⅝	38	38
Borden	72	69⅝	69½	69⅝
Bury Biscuit Corp.	4¼	3½	3⅝	3⅝
Continental Baking Co.	19¼	13⅞	17⅝	19
Continental Baking Co., $5.50 Pfd.	99	85	90	90
Corn Products Refining Co.	53½	51	50⅝	50⅝
Corn Products Refining Co., $7 Pfd.	180	151½	151½	154½
Cream of Wheat	39¼	33	39	39
Dow Chemical	57⅝	43	54⅝	55⅛
Dow Chemical, $4 A Pfd.	106½	101¼	103½	106½
Dow Chemical, $3.35 2nd Pfd.	113	101	136½	136½
**Flour Mills of America, Inc.	17½	9½	16½	16½
General Baking Co.	11¾	9⅞	11⅝	11⅝
General Baking Co., $8 Pfd.	163½	156	162	161
General Foods Corp.	40⅝	35½	40	39⅝
General Foods Corp., $3.50 Pfd.	100	97½	101½	101
General Mills, Inc.	56¼	48⅝	54⅝	55⅛
General Mills, Inc., 5%% Pfd.	112	97	110	111
General Mills, Inc., 5% Pfd.	130½	115⅝	126	127
Great A. & P. Tea Co.	140	103½	129½	130½
Great A. & P. Tea Co., $5 Pfd.	137	120¾	131	134
Hathaway Bakeries, Inc., "A"	15⅝	8¼	10½	10½
Horn & Hardart Corp. of New York	34	30½	33⅝	34
Horn & Hardart Corp. of New York, $5 Pfd.	102	100		100½
Merck & Co.	43⅝	37	40⅛	39⅝
Merck & Co., $3.50 Pfd.	99	90	97	96
Merck & Co., $4 Pfd.	130½	116½	125	125
National Biscuit Co.	40¼	30½	36⅝	36½
National Biscuit Co., $7 Pfd.	186	170½	184	183
Novadel-Agene	19	13⅝	17¼	18⅛
Pillsbury Mills, Inc.	33½	30	33	33
Pillsbury Mills, Inc., $4 Pfd.	103½	100½	101	101½
Procter & Gamble	68½	57¼	66½	64
Purity Bakeries Corp.	33⅝	24½	32	33⅛
Quaker Oats Co.	111	85½	102¼	101
Quaker Oats, $6 Pfd.	150	143¾	155	150
Ralston Purina Co., $2.25 Pfd.	103½	85⅝	101½	102¼
St. Regis Paper Co.	9¼	6¼	6½	6⅝
St. Regis Paper Co., $5.00 Pfd.	69½	51	66	67½
Standard Brands, Inc.	25⅝	17½	22½	22⅝
Standard Brands, Inc., $4.50 Pfd.	86	62	91½	90⅝
‡Sterling Drug	41¼	35	37⅝	37⅝
‡Sterling Drug, $4.50 Pfd.	100	94	99	99⅝
Sunshine Biscuits, Inc.	60¼	50½	58⅝	58
United Biscuit of America	35½	19½	31½	30½
United Biscuit of America, $4.50 Pfd.	106½	103	*106½	106½
Victor Chemical Works	45⅝	33¼	40⅝	43½
Victor Chemical Works, $3.50 Pfd.	100	91	99½	*99½
Wagner Baking Co.	9⅝	7⅝	9	8⅝
Wagner Baking Co., Pfd.	111	100½		103½
Ward Baking Co., Warrants	6¼	3⅝		4
Ward Baking Co.	18	11	16½	18
Ward Baking Co., $5.50 Pfd.	102	87½	99½	102

	Bid	Asked
‡Colorado Milling & Elevator Co.	13⅝	15½
‡Safety Car Heating & Lighting Co., Inc.	13⅝	13¾
‡‡Standard Milling Co.	6⅝	7⅝

Closing bid and asked prices on stocks not traded Jan. 21:

Omar, Inc.	13½	14
Horn & Hardart Corp. of New York, $5 Pfd.	100½	111¾

*Previous close. **Chicago stock market. ‡Over counter. ‡Subsidiary Sterwin Chemicals, Inc.

$5.48@5.60, 95% patent $5.35@5.45, first clear $4.10, soft winter short patent $6@6.65, standard patent $5@6.40, first clear $5.35@5.80.

St. Louis: Mills reported a generally slow demand last week, but there were scattered sales to both the family and bakery trade, mostly for prompt and 30 days. A few buyers were inclined to go as far ahead as 60 days. The volume of hard wheat flour sold has been greater than that of soft wheat flour. Clears have held firm in anticipation of export business. Prices on all grades were less than 5¢ over the previous week.

Central States mills' sales were fair, with demand spotted. Buyers' ideas were below mill levels, and in many instances concessions were made to develop business. Shipping directions were good, except on the lower grades. The price range remained steady, the only weakness being in the clear grades.

Quotations, St. Louis, Jan. 21: family flour, top soft patent $6.25, ordinary $5.15, top hard $6.85, ordinary $5.45; bakers flour, soft winter short patent $6.20, cake $6.20, pastry $4.95, soft straight $5.10, clears $4.30; hard winter short patent $5.60, standard $5.40, clears $4.40; spring wheat short patent $5.75, standard $5.60, clear $5, low protein clears $4.20.

Toledo: Business has continued dull during January, and there has been no indication of any immediate improvement. Buyers, tending to hold off in hopes of lower prices, have generally taken only enough to keep operating. Some large bakers and chains are reported to be the only buyers who have made some provision for forward requirements.

East

Buffalo: Buffalo flour prices continued to hold within a narrow range last week. Buying interest was apparent, with bakeries and wholesale houses still operating on limited inventories. For several months they have taken only immediate requirements, hoping for a price dip.

Family flour volume continued good, while bakery flour sales held to a steady level. Supplies were adequate. Output of the Buffalo mills decreased only 4%.

Quotations, Jan. 20, f.o.b. Buffalo: spring family $7.65@7.75, high gluten $6.10@6.15, standard $5.70@5.75, first clear $5.20@5.30; hard winter standard $5.85@5.90, first clear $5.55@5.60; soft winter short patent $5.55@5.60, straight $5.35@5.40, first clear $4.13@4.18.

Boston: A general easiness in nearly all grades of flour failed to induce any buying activity in the local flour market last week. Declines, however, were small. Springs were mostly 5¢ lower, except for first clears which were 5¢ higher. Hard winters were very inactive and 5@10¢ below the previous week's levels. Soft wheat flours were quite weak and lost 5@15¢.

Despite the generally acknowledged low inventories, buyers continued to stick to their position of awaiting a larger price break. Business, they say, is very poor, particularly in the sweet goods. According to most bakers it will take a substantial drop in prices to induce increased consumer interest necessary for profitable operations.

Quotations Jan. 21: Spring short patents $6.12@6.27, standards $5.92@6.07, high gluten $6.27@6.42, first clears $5.37@5.62; hard winter short patents $6.02@6.22, standards $5.72@5.87; Pacific soft wheat flour $6.22@6.47, eastern soft winter straights $4.87@5.62, high ratio $6.02@7.07, family $7.64@7.67.

Philadelphia: The local flour market is displaying no inclination to break out of the narrow rut it has inhabited the past few weeks, and a survey of the trade indicates very little of the commodity is changing hands these days. Prices are unchanged from the previous week.

Mill representatives say there is an extreme caution prevailing everywhere, but feel that some break is in the offing since the stocks on hand at the majority of establishments are reaching extremely low levels.

One salesman reports he has been surprised by the number of customers who are telling him they will be receptive to offers next month, the assumption being that something will happen meanwhile to produce a breaking of quotations.

About the only thing keeping this market from reaching the stagnation point is the dribble of orders generated by discounts put into effect by some mills to enable them to keep going. It is reported, however, that all such commitments are on the basis of immediate delivery, with no one willing to discuss deferred shipment. Recent heaviness in wheat futures on top of news of the CCC plan to sell feed grains abroad is an additional brake upon demand for flour since there are many who believe it portends some weakening in the price structure and they want to be in a position to take advantage if and when it occurs. Quotations Jan. 21: Spring family $7.20@7.50, high gluten $6.40@6.50, short patent $6.20@6.30, standard $6.10@6.20, first clear $5.65@5.80; hard winter short patent $5.85@5.95, standard $5.75@5.85; soft winter standards $4.80@5.

Pittsburgh: Extreme dullness prevailed last week in flour sales in the entire district. A few wholesale bakers bought moderate amounts of spring wheat patents at prices below the market. Sale of hard Kansas bakers patents was slow. Soft wheat winter pastry and cake flours were bought in small amounts for immediate deliveries.

Family flour sales continued good, and January shows a large volume of sales in these lines. Credit at coal mining company stores has been discontinued to striking miners, and what money miners spend goes for flour for home baking.

Bakers share in the dim business outlook resulting from the coal strike. Directions slowed last week on all flours except family patents.

Quotations, f.o.b. Pittsburgh points, Jan. 21: hard Kansas bakers standard patent $5.67@5.70, medium patent $5.77@5.80, short patent $5.87@5.90; spring wheat standard patent $5.90@6.20, medium patent $5.95@6.25, short patent $6@6.30, clears $5.25@5.75, high glutens $6.07@6.40; family flour, advertised brands $7.16@7.65, other brands $5.95@6.80; pastry and cake flours $5.21@6.96; Pacific Coast pastry flour $6.18.

New York: Flour sales were at a low ebb. Buying the previous week gave bakers and jobbers a moderate backlog and an excuse to postpone further commitments. The trade anticipated fairly steady flour prices. Stocks still were not so heavy that replacements could be postponed for extended periods, but they were sufficient to allow conservative policies to continue.

For practically all of the week sales were confined to one or two car lots at best for both jobbing and baking interests. However, at the end of the week even reductions of 20¢ by a few of the larger mills met only a negative response. Small potential sales that would in normal procedure have been made anyway were reported, but no large volume.

Slackening in shipping directions was evident in some channels, giving mills an incentive to offer inducements for running time.

Eastern chain bakers, some of whom bought a week earlier, were not active in placing orders. Prices were unchanged.

Quotations Jan. 21, in cottons: spring family flour $7.55, high glutens $6.20@6.45, standard patents $5.90@6.15, clears $5.25@5.45; southwestern short patents $6@6.20, standard patents $5.70@5.85, high ratio soft winters $6.15@7.05, straights $4.85@5.65.

South

New Orleans: A somewhat better volume of inquiries on flour developed last week, but sales were not large, primarily because of the discrepancy in price ideas of buyers and sellers. There was a general feeling among buyers that prices should be lower in face of the weakness and decline in futures. Buying was therefore spasmodic, with the bulk of sales covering shipments for the balance of the month to 30 days ahead.

Hard winters enjoyed the bulk of the small volume, with northern springs showing a slight improvement. Buyers in general are displaying great caution. Cracker and cookie bakers are showing some interest in central states soft winters, and limited quantities were booked. Cake flours are particularly quiet, with cake bakers complaining of decreasing sales. Pacific Coast soft winters are in poor demand. Bread bakers also report a decrease in sales since the turn of the year, apparently due to the unseasonably warm weather.

Shipping directions are down slightly, with stocks on hand showing an increase. Export flour sales improved slightly. United Kingdom and Norway have purchased fair amounts, but sales to the Americas were slow and in limited amounts.

Quotations Jan. 21, carlots, delivered, packed in 100-lb. multiwall paper bags: hard winter bakery short patent $5.40@5.55, standard $5.20@5.35, first clear $4@4.30; spring wheat bakery short patent $5.90@6.10, standard $5.70@5.85, first clear $5.15@5.45, high gluten $6.05@6.20; soft wheat short patent $5.55@5.85, straight $5.05@5.30, first clear $4.20@4.50, high ratio cake $5.85@6.20, Pacific Coast cake $6.55@6.70, pastry $5.90@6.05; basis all rail.

Pacific Coast

Portland: There has been some slight pick-up in flour milling operations, with buying on the part of the smaller domestic trade. On sags in the wheat market more interest has been shown, with wheat selling around $2.17½@2.18. Buyers were more inclined to replenish their

J. R. Henderson

J. R. HENDERSON APPOINTED BY PILLSBURY MILLS, INC.

MINNEAPOLIS—J. R. Henderson has been appointed special Minneapolis representative of Pillsbury Mills, Inc., bakery products sales in the southeast area, it has been announced by Harvey J. Patterson, vice president in the flour milling division of Pillsbury Mills.

Thomas S. Holland, formerly assistant to the district manager, has been appointed manager of southeast district, bakery products sales, with headquarters in Atlanta. Both appointments were effective Jan. 1.

Mr. Henderson started working for Pillsbury in 1919, when he was employed as a bakrey products salesman in Jacksonville. He was made branch manager at Atlanta in 1929 and southeast regional manager in October, 1941.

Mr. Holland began working for Pillsbury in 1936 as a bakery products salesman in Atlanta. In 1941 he was transferred to Philadelphia, and in 1944 he came back to Atlanta. He was made branch manager at Richmond in September, 1946, and was assistant to the district manager at Atlanta from February, 1949, until the present time.

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inventories. Export business has shown no improvement, with very few bookings and then only of established brands of flour. The Philippine situation is not improved, and China seems hopelessly out of the export picture.

Quotations, Jan. 21: high gluten $6.16, all Montana $6.07, fancy hard wheat clears $5.99, bluestem bakers' $6.02, cake $6.85, pie $5.97, pastry $5.97, whole wheat 100% $5.60, graham $5.50, cracked wheat $5.50.

Canada

Toronto-Montreal: Price-cutting is becoming as prevalent on export bookings as in domestic trade. Tenders for Trinidad were called during the week. Bookings continue fairly numerous, but the amounts are small. Little European business is being received. The domestic market is steady. Quotations Jan. 19: Top patent springs for use in Canada $11.10 bbl., seconds $10.60, bakers $10.50, all less cash discounts, in 98's cotton, mixed cars with 10¢ added for cartage where used. For export to U.K., government regulation flour $14.30/280 lb. to end of February, winter ports.

Winter wheat flour is moving slowly. Quotations Jan. 19: $7.80@8.50 bbl., f.o.b. Montreal; exports $4.50 100-lb., export cottons, f.o.b. Halifax or Saint John.

Another booking of winter wheat by Spain was reported. This has resulted in a stiffening of price. Deliveries are still slow due to bad roads. Quotations Jan. 19: $1.93 bu, f.o.b. shipping point.

Winnipeg: Export business in Canadian flour last week totaled 164,000 bbl. with countries signatory to the International Wheat Agreement taking approximately 147,000 bbl. Destinations included the Belgian Congo, Dominican Republic, Cuba, Netherlands East Indies, Sierra Leone and British West Indies. Class 2 flour sales totaling almost 17,000 bbl. were destined for the Philippines, Costa Rica, Venezuela and Guatemala. Domestic trade is moderate, with mills operating at little more than 60% of capacity. Supplies are equal to export and domestic demand. Quotations Jan. 21: top patent springs for delivery between Fort William and the British Columbia boundary, $11.20@11.40 cottons, second patents $10.70@10.90, second patents to bakers $10.20@10.40.

Vancouver: Export flour business across the Pacific remained very slow last week, with no immediate prospect of improvement. Philippines trade is still uncertain in view of new import regulations and fair stocks on hand. However, Manila buyers are expected to be looking for some prompt shipment late this month.

Hong Kong trade has dropped off to almost nothing. Whether this is due to the Nationalist blockade of China ports which usually receive supplies on transshipment from Hong Kong or whether Australian millers with their depreciated sterling exchange are taking the trade is not indicated.

Some limited business is being done with Central and South America. Exporters hope that, as a result of recent trade talks in India and Pakistan, some business may result, but nothing definite is known.

Differences between the Pacific Westbound Freight Conference and Canadian flour shippers continue, with no break indicated. In the meantime, nonconference berth tonnage is being offered.

Domestic trade showed some improvement due to the extreme winter conditions which induced more home baking. Deliveries from prairie mills were delayed by slides in the mountains, but stocks here are ample for current needs. Prices were unchanged. For hard wheat grinds, cash car quotations: first patents $11.20 in 98's cottons, bakers patents $10.25 in cottons and $9.85 in paper bags; western cake and pastry flour to the trade $11.20@11.65.

Millfeed

Minneapolis: Millfeed again is easy, with price reductions of 50¢@$1 under last week's quotations posted Jan. 23. Nearby bran is particularly weak, and some distress cars were said to have been sold at $38@39 ton. Premiums of $1.50 are asked for February shipment and about $2 for beyond, but interest is lacking. Quotations Jan. 23: bran and standard midds. $40.50, flour midds. $42.50, red dog $44.

Duluth: Demand was steady last week, the trend was lower and supplies were adequate. Quotations: pure bran $42, standard bran $41, standard midds $41, flour midds. A

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OFFICES

$43, mixed feeds $42.50, red dog $44.

Kansas City: Demand for bran and shorts is slow, and offerings are readily available. Prices have slumped to the lowest point for the month. Quotations Jan. 23, Kansas City: bran $37@37.50, shorts $40.75@41.25.

Ft. Worth: Quotations Jan. 21: bran $45@46, gray shorts $51@52, delivered TCP, about $2 lower on bran and 50¢ down on shorts compared with the previous week. Demand was only fair but still sufficient to absorb the moderate offerings.

Hutchinson: Interest in millfeed was lessened in a receding market. Buyers were more cautious, but demand was just about even with offerings. Shorts weakened even more than bran toward the end of the week. Carlot quotations, sacked, Missouri river basis: Bran $38@38.50, gray shorts $41@41.50.

Wichita: Demand was slow for bran and good for shorts last week. Offerings were adequate. Quotations, basis Kansas City, Jan. 21: Bran $38.50, shorts $41.50. Bran declined $3 ton; shorts declined $2 ton, compared with the preceding week.

Salina: Demand is fair, with prices $2 ton lower on bran and shorts. Supplies are adequate, basis Kansas City: bran $37.50@38, gray shorts $41@41.50.

Chicago: Millfeed prices: Bran $42@43, standard midds. $42.50@44.50, flour midds. $45.50, red dog $46.50@47.50. Demand was quiet, supplies were ample.

Buffalo: Millfeed was generally weak, with formula feed business light. Production continued heavy against a poor market. Quotations Jan. 21, f.o.b. Buffalo: bran $46@46.50, standard midds. $45@45.50, flour midds. $48@48.50, red dog $48.50@49.

Boston: Millfeed prices were lower in the Boston market last week, with the declines ranging from $1.50 to $5, the largest on red dog. Dealers reported that buying activity was at a near standstill as buyers awaited the results of the sharp break in poultry and egg prices which, if extended, promises to force considerable liquidation of New England flocks. Quotations Jan. 21: Spring bran $52.50@53, midds. $52@52.50, mixed feeds $53@53.50, red dog $56.

Philadelphia: A break in the unseasonably warm weather and some snowfall in the area is expected to stimulate demand for millfeed. Up to now the market has been dull. The lag in demand in the face of fairly steady production has produced an easy undertone in the price structure. Jan. 21 quotations show drops of $1 from the previous week, with bran at $55, standard midds. at $54 and red dog at $57.

Pittsburgh: Sales were draggy last week in spite of some price reductions. Buyers limited purchases to immediate needs. A few days of freezing weather did nothing to stimulate sales. Bran, f.o.b. Pittsburgh points, $50.25@51.10, standard midds. $49.25@51.60, flour midds. $53@54.10, red dog $54@55.10.

New Orleans: A rather irregular and weak market last week kept sales at a minimum. There is a suggestion of firmness in bran, but shorts are still draggy and slightly lower. The Argentine embargo failed to stimulate sales to any noticeable degree. However, stocks of Argentine millfeeds are still heavy, with most feed mixers and jobbers. Bran $47.75@48.25, shorts $51.25@51.75.

Portland: Millrun $53, midds. $58 ton.

Ogden: Millfeed prices declined $1.50 during the past week, with demand continuing good, and plants working to capacity six days a week. Mills are booked well into February. Quotations: red bran and mill run $50, middlings $53; to Denver: red bran and mill run $57, middlings $60; to California: red bran and mill run $57.50, middlings $60.50, f.o.b. San Francisco and Los Angeles.

Toronto-Montreal: Millfeeds are in much better supply now than they have been for some time. Quotations Jan. 19: bran $57, shorts $62, midds. $62, net cash terms, bags included, mixed or straight cars, Toronto-Montreal.

Winnipeg: All types of millfeeds are in excellent demand, with a small quantity moving to eastern Canada. There are only minor sales in western Canada. Quotations: Manitoba, Saskatchewan and Alberta bran $51, shorts $54, small lots ex-country elevators and warehouses $3 extra.

Vancouver: The domestic market continued dull last week. Weather conditions throughout British Columbia have almost completely stopped deliveries to farmers. Demand has been so poor that dealers are reported letting their stocks run down. Prairie mills are reported looking for bids. Cash car quotations: Bran $52, shorts $55, midds. $57. Additional inquiries are reported for bran to go to Formosa, but no sales have been confirmed.

Rye

Portland: White rye $5.70, pure dark rye $4.70.

Pittsburgh: Prices remained within a fairly steady range. There was no evidence that bakers or jobbers cared to take any chances on buying, and only immediate needs were filled. Directions were good. Rye flour, No. 1 fancy white medium $4.40@4.70, medium $4.10@4.50, dark $3.90@3.95, blended $5.65@5.70, rye meal $3.90@4.20.

St. Louis: Prices are about unchanged to 25¢ higher. Sales and shipping instructions are fair. Pure white $4.75, medium $4.55, dark $3.65, rye meal $4.25.

Chicago: The rye flour market continues unchanged, with buying interest at a low ebb. Sales were very scattered and in small lots only. Directions were fair. White patent rye $4.10@4.40, medium $3.90@4.10, dark $3.25@3.80.

Philadelphia: Mill representatives say bakers are taking dark flour in amounts sufficient only for their immediate needs. It is reported the consumption of rye has been accelerated somewhat by wider acceptance of a new salty rye loaf introduced by a number of establishments. The Jan. 21 quotation on rye white of $4.60@4.70 is unchanged from the previous week.

New York: Rye flour trading last week was dull and without feature. Prices were firm and above those at which recent purchases were made. Pure white patents $4.65@4.75.

Minneapolis: Demand continues slow, despite reduced prices. Sales last week consisted of small lots only. Quotations Jan. 23: pure white rye $4@4.30, medium rye $3.80@4.10, dark $3.10@3.40.

Buffalo: Demand continued light as prices held to a high level. Interest was up, however, with buyers hoping for a price drop. Quotations Jan. 21, f.o.b. Buffalo: white $4.95@5, dark $3.95@4, medium $4.75@4.80.

Oatmeal

Winnipeg: Rolled oats and oatmeal are in seasonal demand, and small amounts have been reported worked for export. Mills are operating part-time, and supplies are light. Quotations Jan. 21: rolled oats in 80-lb. sacks, $4.75@4.85 in the three prairie provinces; oatmeal in 98-lb. sacks $5.70@5.80.

Toronto-Montreal: Demand is variable. Quotations Jan. 19: rolled oats in 80-lb. cottons $4.55; oatmeal in 98-lb. jutes, $5.50 f.o.b. Toronto or Montreal.

Minneapolis: Bulk rolled oats were quoted at $5.25 Jan. 23; 20-oz. packages $3.10 case, 48-oz. packages $3.25.

MACARONI GROUP ELECTS—Shown above are the officers and directors of the National Macaroni Manufacturers Assn., at the recent meeting of the group at the Flamingo Hotel in Miami Beach, Fla., Jan. 18-20. Left to right, they are, **M. J. Donna**, secretary emeritus and publisher of the Macaroni Journal; **C. F. Mueller**, C. F. Mueller Co., Jersey City, N.J.; **C. L. Norris**, the Creamette Co., Minneapolis; **Peter J. Viviano**, World Packaging Co., Trenton, and **R. M. Green**, secretary-treasurer. A report of the winter meeting appears on page 22.

WANT ADS

Advertisements in this department are 10¢ per word; minimum charge, $1. Add 10¢ per insertion for forwarding of replies if keyed to office of publication. (Count six words for signature.) Situation Wanted advertisements will be accepted for 5¢ per word, $1 minimum. Add 10¢ per insertion for keyed replies. Display Want Ads $2 per inch per insertion. All Want Ads cash with order.

MACHINERY WANTED

WANTED TO BUY — RICHARDSON scales, bag closing machines and other good mill, feed and elevator equipment. J. H. Hagan, 1122 S. High, Jefferson City, Mo.

HELP WANTED

CEREAL CHEMIST—COMMERCIAL TESTing laboratory has opening for analyst. Address 457, The Northwestern Miller, Minneapolis 1, Minn.

WANTED—YOUNG MAN OR LADY WITH knowledge of Spanish to work in export department of a flour exporting firm. Prefer one experienced in preparing export documents for Latin American countries, but not essential. Write Kelly-Erickson Co., Omaha, Neb.

FLOUR TECHNOLOGIST

with experience in experimental milling flour evaluation. Leadership qualities required. Background of original work is preferred. Location laboratory organization in New York City.

Address 460
The Northwestern Miller
15 Beaver St., New York 4, N. Y.

FOR SALE

Entire equipment of 3000-sack flour mill, located at Cannon Falls, Minn. Contact Cannon Valley Milling Co., 700 Flour Exchange Building, Minneapolis, Minn. 'Phone Main 0491.

FORBES BROS.-
CENTRAL MILLS CORP.

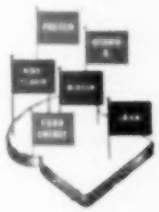
Over 60 Years Experience
Making Quality Products

4-B EXTRA FANCY CORN GRITS
CORN MEAL CORN BRAN
HOMINY FEED

Box 886 South Topeka, Kas.

If it's **I-H** *milled - it's "good" flour!*

MILLS AT TOPEKA, KANSAS—7,500 Cwts. Daily Capacity • Mill and Terminal Grain Storage 1,500,000 Bus.



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Don't Neglect the Opportunity to Tie-in With the Millers National Advertising Program

THE natural flavor and good eating qualities you want in your baked bread come naturally with I-H quality flours. For these top-value brands are milled from the finest hard winter wheats, chosen specifically for better baking performance and for producing a softer, finer textured loaf. Insure your bread quality with I-H flours. It is good business.

THE ISMERT-HINCKE MILLING COMPANY
KANSAS CITY, MO.

BE PROUD OF YOUR JOB
AS WE ARE OF OURS . . .
for
"Bread Is the Staff of Life"
THE
CONSOLIDATED FLOUR MILLS CO.
KANSAS LARGEST INDEPENDENT MILLERS
WICHITA 1, KANSAS
KANSAS BEST FLOUR ••• ••• GIBRALTER FLOUR

KANSAS CITY'S FAVORITE BANK • KANSAS CITY'S FAVORITE BANK •
Look to City National's
FOREIGN DEPARTMENT for
Faster, Simpler Handling of:
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Finance your export operations in all foreign markets through City National.
FINANCING FOREIGN SHIPMENTS
Use City National's "Years Ahead" facilities for collections, for letters of credit on sight or on time, and foreign exchange transactions.
MARKETS
The large Foreign Department at City National can recommend suitable foreign representatives, provide you with market analyses, report on foreign market conditions.
BROR UNGE, Foreign Department Manager, was export manager for prominent flour mills for over 10 years. He is thoroughly familiar with the viewpoints of mills and buyers, and knows the qualities of flour required by different markets.

CITY NATIONAL
Bank & Trust Company
MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION
10TH AND GRAND • KANSAS CITY 10, MO.

Argentina Stops Shipments of Wheat to Spain

LONDON — Differences between the Spanish and Argentine governments may result in an intensification of the prevailing shortage of flour and bread in Spain.

The Argentine has held up wheat shipments to Spain because, it is alleged, the Spaniards have failed to honor an undertaking to deliver iron ore to Buenos Aires. Spain is pleading the shortage of ships although it has been pointed out by the Peron government that deliveries have been made to other purchasers. Unless the situation can be smoothed over the Spanish government may have to look elsewhere for wheat and flour. Due to the lack of foreign currency some difficulty will be experienced in concluding a satisfactory deal.

A high level mission is endeavoring to restore relations between the two countries. Trouble has been brewing for some time and London trade observers suggest that this is merely a breakout of growing antagonism. The Spanish millers have complained repeatedly of the exorbitant prices charged by the Argentine for wheat but no notice appears to have been taken of their objections. Spain depends upon Argentinian financial assistance and the present situation may have serious economic repercussions, it is pointed out.

—BREAD IS THE STAFF OF LIFE—

PENNSYLVANIA MILLERS, FEED MEN SET MEETING

LANCASTER, PA.—The 1950 convention of the Pennsylvania Millers & Feed Dealers Assn. has been set for Oct. 6-7 at the Hotel Brunswick in Lancaster.

The announcement was made following a meeting of the association's board of directors.

—BREAD IS THE STAFF OF LIFE—

BUY MILL, ELEVATOR

WADSWORTH, OHIO—The mill and elevator formerly operated by E. K. Newcomer in Wadsworth on the Erie Railroad will be operated as of Jan. 1, 1950, by the Red Top Mill & Elevator Co., R. C. Wilson, manager. A considerable amount of improvements will be made.

An EXTRA HOUR OF DOUGH STABILITY with WISDOM HIGH-QUALITY FLOUR

A new development which greatly extends fermentation tolerance. Provides more time for "cutting over" or giving dough extra punches. If you want a flour which will stand abuse, write or wire
NEBRASKA CONSOLIDATED MILLS COMPANY
1521 N. 16th St. OMAHA, NEBRASKA

"CREMO"
Just the Cream of Hard Wheat
CROOKSTON MILLING CO.
CROOKSTON, MINN.

Chickasha Milling Co.
Capacity 1500 sacks — CHICKASHA, OKLA. — Cable Address "Washita"
Manufacturers of High Grade Hard Wheat Flour
Foreign and Domestic Trade Solicited
Member Millers' National Federation

Lyon & Greenleaf Co., Inc.
MILLERS OF
High Grade Soft Winter Wheat Flour
Plain and Self-rising
LIGONIER, IND. NORFOLK, VA.

PIKES PEAK
BAKERY FLOURS
The Colorado Milling & Elevator Co.
General Offices: Denver, Colorado

PAPER SACKS FOR MILLERS
The Chatfield & Woods Sack Co.
CINCINNATI, O.

STRATEGIC LOCATION

ACME-EVANS COMPANY
INDIANAPOLIS, IND.
Over a Century of Milling Progress
• Since 1821 •

THATCHER TOP WHEAT VARIETY ON PRAIRIE

WINNIPEG—The annual survey made by the Searle Grain Co. of the distribution of wheat varieties over the prairie provinces reveals that Thatcher is still far ahead of any other variety, representing 57.2% of the acreage sown to wheat compared with 58.4% last year. The slight loss in the lead is caused by new varieties coming in (i.e. Rescue and Redman).

Marquis is in second place, occupying 9.2% of the acreage; Rescue third, with 7.7%; Red Bobs fourth, with 6.5%; Durum fifth, with 4.9%; Regent sixth, with 4.3%; Garnet seventh, with 2.8%, and Redman eighth with 2.7%.

Thatcher dominates in Saskatchewan, occupying 71.3% of the acreage. Thatcher also dominates in Alberta with 39.2% and in Manitoba with 35.9%.

FLOUR BRANDS

The following trademarks have been published in the Official Gazette of the United States Patent Office preliminary to registration. Manufacturers and distributors who feel that they would be damaged by the registration of any of these marks are permitted by law to file, within 30 days after official publication of the marks, a formal notice of opposition.

U K—Colorado Milling & Elevator Co., Denver, Colo., doing business under style of Lamar (Colo.) Flour Mills; wheat flour. Use claimed since 1911.

GOLDEN BELL—Curtis L. Green, doing business as C. L. Green Milling & Grain Co., Wichita, Texas; wheat flour. Use claimed since Feb. 25, 1946.

APPLE BLOSSOM—Atkinson Milling Co., Salina, Kansas; wheat flour. Use claimed since April 12, 1937.

GOTHAM—Flour Mills of America, Inc., doing business as Kansas Flour Mills Co., Kansas City, Mo.; wheat flour. Use claimed since January, 1941.

APPLE BLOSSOM—General Mills, Inc., Minneapolis, Minn.; wheat flour. Use claimed since 1901.

SPHINX—Federal Mill, Inc., Lockport, N.Y.; wheat flour. Use claimed since Dec. 17, 1947.

APPLE BLOSSOM—Charles Banks Blount, Memphis, Tenn., doing business as Dixie-Portland Flour Mills, Richmond, Va., wheat flour. Use claimed since 1922.

HARVEST BELLE—Colorado Milling & Elevator Co., Denver, Colo., doing business as Salt Lake Flour Mills, Salt Lake City, Utah; wheat flour. Use claimed since 1936.

IDAHO GIRL—Colorado Milling & Elevator Co., Denver, Colo., doing business as Burley (Idaho) Flour Mills; wheat flour. Use claimed since Oct. 14, 1929.

LARIAT—Colorado Milling & Elevator Co., Denver, Colo., doing business as Dodge City (Kansas) Flour Mills; wheat flour. Use claimed since Dec. 14, 1943.

FIREBIRD—Consolidated Flour Mills Co., Wichita, Kansas; wheat flour. Use claimed since Oct. 1, 1917.

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WANT ADS
... in ...
THE NORTHWESTERN MILLER

CHIC PATTERNS *for* SLICK CHICKS

MENTE DAINTY PRINTS INCREASE YOUR SALES!

Smart housewives like these fresh, well-styled patterns for all sorts of personal and household use. . . . They make durable, attractive bags for flour and feed. . . . With easy-to-remove labels put on with special adhesives, they build repeat business and assure satisfied customers. . . .

WRITE, WIRE OR PHONE FOR LATEST QUOTATIONS

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Isaac T. Rhea, Pres.

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Pfeffer Milling Company
Manufacturers of Pure High Grade Winter Wheat Flour
Brands: Lebanon Deli ... LEBANON
Flake White, Fluffy Kaffee ... ILL.
Member Millers National Federation
Capacity 1,500 Sacks Daily

"Sweet Cream"
"Very Best"
Quality Flours
W. J. JENNISON CO.
MINNEAPOLIS, MINN.

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MERCHANT MILLERS
ESTABLISHED 1900
SOFT WHITE WINTER WHEAT FLOUR A SPECIALTY
Also Choice Blue-Stem and Hard Spring Patents
WE INVITE EXPORT CORRESPONDENCE
General Offices: WALLA WALLA, WASHINGTON
Mills at Waitsburg, Washington, Freewater, Oregon, and Athena, Oregon
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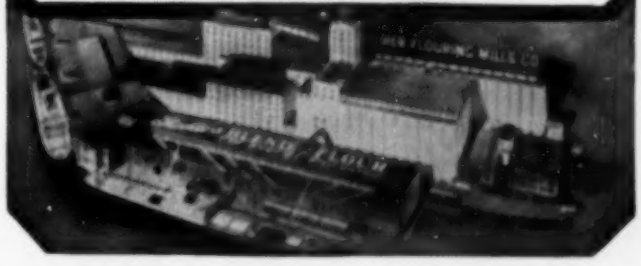
SAN FRANCISCO
PORTLAND
LOS ANGELES
BERKELEY
MULTI-WALL PAPER BAGS
BURLAP AND COTTON BAGS
AND SEWING TWINE

Fisher's
THE largest and most modern flour mill and elevators on the Pacific Coast with storage capacity at our mills of 2,500,000 bushels, together with more than one hundred elevators and warehouses in the choicest milling wheat sections of Montana, Idaho and Washington, insure the uniformity of all Fisher's Flours.
FISHER FLOURING MILLS CO., SEATTLE, U.S.A.
Domestic and Export Millers
CLIFF H. MORRIS & CO., Eastern Representative, 39 Beaver Street, New York City



WESTERN MILLING CO.
MONTANA SPRING WHEAT PATENT FLOUR
BLUESTEM—PATENT FLOUR
FINEST SOFT WINTER WHEAT PATENT FLOUR
General Offices: Walla Walla, Washington

DIXIE-PORTLAND FLOUR CO.
ARKANSAS CITY FLOUR MILLS CO.
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THE HIGGINSVILLE FLOUR MILL
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DIXIE-PORTLAND FLOUR MILLS
Richmond, Virginia
Capacity 14,000 Sacks Daily
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One Ideal source of supply for all your flour needs
FAMILY • BAKERS • CRACKERS • CAKE

After all!

"THERE IS NO SUBSTITUTE FOR QUALITY"

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WHEAT AND RYE
FLOURS

RECOGNIZED FOR
Quality and Shop Performance

BAY STATE MILLING CO.
WINONA, MINNESOTA
Millers of HARD SPRING WHEAT and RYE FLOURS

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from Insects—Heat Damage—Moisture—Musty and Ground Odors

FREE Book Tells You How

Yes, this new FREE 24-page Douglas book is packed with valuable information on how you can protect your incoming grain from damage. Includes a complete description of the uses for Douglas Tetrafume, a non-inflammable and non-explosive grain fumigant, and Douglas AG Mill Spray, a fireproof, highly lethal spray for grain storage bins, machinery and warehouses. Also helpful information on rat and mice control.

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1324-Q-1West 12th St. INCORPORATED 1918 Kansas City, Missouri
BRANCH WAREHOUSES: INDIANAPOLIS, INDIANA; SPOKANE, WASHINGTON; MINNEAPOLIS, MINNESOTA; PORTLAND, OREGON

CONVENTION CALENDAR

Jan. 29-31—Potomac States Bakers Assn., Lord Baltimore (Md.) Hotel; sec., Emmet Gary, 16 McClellan Place, Baltimore.

Feb. 8—Mutual Millers and Feed Dealers Assn.; Hotel Statler, Buffalo; sec.-treas., Gustavus A. Bentley, Jamestown, N.Y.

Feb. 20-23—Colorado Grain, Milling & Feed Dealers Assn., convention at the Shirley-Savoy Hotel, Denver, Colo.; executive secretary, Lloyd N. Case, 225 Kittredge Bldg., Denver.

March 6-9—American Society of Bakery Engineers; Edgewater Beach Hotel, Chicago; sec., Victor E. Marx, Rm. 1554, La Salle Wacker Bldg., 121 West Wacker Drive, Chicago 1.

April 7-8—Self-Rising Flour Institute, Inc., Buena Vista Hotel, Biloxi, Miss.; sec., Allen R. Cornelius, 1314 Nashville Trust Bldg., Nashville 3, Tenn.

April 10-11—Iowa Bakers Assn., Hotel Fort Des Moines, Des Moines; sec., Charles E. Forsberg, 1728 Mulberry, Waterloo, Iowa.

April 12-14 — Southern Bakers Assn., Venoy Park Hotel, St. Petersburg, Fla.; sec., E. P. Cline, 703 Henry Grady Bldg., Atlanta 3.

April 14-15—Oklahoma Grain & Feed Dealers Assn., Skirvin Hotel, Oklahoma City.; sec.-treas., E. R. Humphrey, 607-04 First National Bank Bldg., Enid.

April 16-18—Texas Bakers Assn., Plaza Hotel, San Antonio; sec., Charles Neuman, Sr., Holsum Bread Co., Inc., Fort Worth.

April 17-19 — Pacific Northwest Bakers, Multnomah Hotel, Portland, Ore.; sec.-mgr., Roger Williams, 1138 Jefferson St., Salem.

April 19; South Dakota Bakers Assn., Carpenter Hotel, Sioux Falls; sec., Lex Quarnberg, Tri-State Milling Co., Rapid City, S.D.

April 20-22—California Hay, Grain & Feed Dealers Assn.; Biltmore Hotel, Los Angeles; sec.-treas., I. J. Stromnes, Blue Anchor Bldg., 1400 10th St., Sacramento 14.

April 23-25 — Heart of America Bakers Convention, Arkansas, Kansas, Missouri, Nebraska and Oklahoma bakers' associations, joint convention; Hotel President, Kansas City, Mo.; general convention chairman, James S. Chase, Golden Krust Baking Co., Manhattan, Kansas.

April 24-25—Nebraska Grain & Feed Dealers Assn.; Hotel Paxton, Omaha, Neb.; sec.-treas., Howard W. Elm, Lincoln.

April 30-May 2—Tri-State Bakers Assn., convention, Jung Hotel, New Orleans, La.; secretary, Sidney Baudier, Jr., 401 Board of Trade Bldg., New Orleans.

May 1-5—Association of Operative Millers, Hotel Jefferson, St. Louis, Mo.; sec., Donald S. Eber, 639 Board of Trade Bldg., Kansas City 6.

May 2-3—Panhandle Grain & Feed Dealers Assn., Herring Hotel, Amarillo, Texas; sec., Joe S. Morris, P.O. Box 266, Amarillo.

May 5-6 — Kansas Grain, Feed & Seed Dealers Assn., Hotel Kansas, Topeka, Kansas; sec., O. E. Case, 823 Wiley Bldg., Hutchinson.

May 7-9—Illinois, Indiana and Wisconsin bakers' associations, joint convention, Sherman Hotel, Chicago;

ARNOLD
...of...
STERLING
Mills and Sells
"Thoro-Bread"
(Diastatically Balanced)
A very fine, strong, altogether uniform and dependable flour
•
ARNOLD MILLING CO.
STERLING, KANSAS

ROYAL FLUFF-EAT-A
It pays to pick the right cake flour! Average flours really cost more than top quality flours like ROYAL FLUFF-EAT-A, which produces more finished cake per pound of flour. You get a richer, moister, longer-keeping cake with ROYAL FLUFF-EAT-A.
VOIGT MILLING CO.
Grand Rapids, Mich. Telephone 59991

FULTON BAG & COTTON MILLS
Kansas City, Kan.
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Manufacturers Kiln-Dried WHITE CORN PRODUCTS
Capacity 16,000 Bushels

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High Grade Michigan Soft Wheat Flour, Plain and Self-Rising
Successful Millers for Fifty Years
LOWELL, MICHIGAN

Victor-Champion-Frost King-Headliner
Family Flour De Luxe
THE CRETE MILLS
CRETE, NEB.

DOBRY'S BEST
and
BEST OF THE WEST
DOBRY FLOUR MILLS, Inc.
YUKON, OKLAHOMA

Page's FLOUR

Four way assurance of good baking quality . . . That's the guarantee of PAGE Mills location. We draw the finest wheats from Kansas, Oklahoma, Nebraska and Colorado.

THE THOMAS PAGE MILLING COMPANY, INC.

PAGE US FOR FINE FLOUR

Again in this new year we pledge our continued efforts to serve the milling industry faithfully and well.

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Operating the Rock Island Elevator — Capacity 4,000,000 Bu.

FRANK A. THEIS, *President* — F. L. ROSENBURY, *Secretary-Treasurer*
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3 BAKER FLOURS

that give

more loaves of bread, and all just as good.

TEA TABLE
OVENSPRING
BIG VALUE

THE WEBER FLOUR MILLS CO.

SALINA, KANSAS

Mill and Elevator Fires

are often caused by

SMOKING

If smoking must be permitted
Provide a safe place and
Confine smoking to that place

PREVENT FIRE

MILL MUTUAL FIRE PREVENTION BUREAU
CHICAGO

Van Dusen Harrington Co.
• Grain Merchants •
BUSINESS FOUNDED 1852
MINNEAPOLIS Pv DULUTH

EXPORT FLOUR INSURED ALL RISKS BY
The SEA INSURANCE CO., Ltd.
OF LIVERPOOL
ORIGINATORS of ALL RISKS INSURANCE ON FLOUR
Policies of this Company are held by leading millers
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STRATTON GRAIN COMPANY
GRAIN AND FEED MERCHANTS
MILWAUKEE, WISCONSIN
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COHEN E. WILLIAMS & SONS
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FLOUR BROKERS
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Flour Brokers
LITTLE ROCK ARKANSAS

WM. CHARLICK, LTD.
FLOUR MILLERS
Specializing In Exports
ADELAIDE, SOUTH AUSTRALIA
Cables: "Cityflour" Adelaide

act. sec., Thelma Dullea, 53 W. Jackson Blvd., Rm. 738, Chicago 4.

May 7-9—National Association of Flour Distributors, Hotel Statler, Boston; sec.-treas., Wayne G. Martin, Jr., The Northwestern Miller, 23 Beaver St., New York 4.

May 14-16—New York State Assn. of Manufacturing Retail Bakers; Hotel St. George, Brooklyn; sec., Percy Stelle, 2 Broadway, New York 4.

May 15-17—Millers National Federation; Edgewater Beach Hotel, Chicago, Ill.; sec., Herman Steen, 300 W. Jackson Blvd., Chicago 6.

May 15-19—American Association of Cereal Chemists, Hotel Sheraton, Chicago; sec., Frank R. Schwain, M. A. & R. Bldg., Ivorydale, Cincinnati 17, Ohio.

May 20-23 — Southwest Bakers Assn.; Herring Hotel, Amarillo, Texas; sec.-treas., J. R. L. Kilgore, Albuquerque, N.M.

May 22-25—Associated Bakers of Minnesota; St. Paul Hotel, St. Paul; sec., J. M. Long, 623 14th Ave. S.E., Minneapolis 14.

June 4-6 — Pennsylvania Bakers Assn., Galen Hall, Wernersville, Pa.; sec., Theo. Staab, 5700 N. Broad St., Philadelphia.

June 4-6 — Rocky Mountain Bakers Assn., Albany Hotel, Denver, Colo.; sec., T. W. Kunde, P. O. Box 5326 TA, Denver 17.

June 4-6—National Association of Retail Grocers; Navy Pier, Chicago; sec.-manager, R. M. Kiefer, 360 N. Michigan Ave., Chicago 1.

June 5-6—Ohio Mill, Grain & Feed Dealers Assn., Deshler Wallick Hotel, Columbus; sec., C. V. Thomas, 44 E. Broad St., Columbus.

June 10-12—Bakers Association of the Carolinas, Ocean-Forest Hotel, Myrtle, S.C.; sec., Louise Skillman, Charlotte, N.C.

June 11-13—Indiana Grain & Feed Dealers Assn., Inc., French Lick Springs Hotel, French Lick, Ind.; sec., Fred K. Sale, 600 Board of Trade Bldg., Indianapolis 4.

June 12-14—Associated Retail Bakers of America, Hotel Wilton, Long Beach, Calif.; exec. sec., Walter M. Jennings, 735 W. Sheridan Rd., Chicago 13.

June 16—Pacific Northwest Grain Dealers Assn., Multnomah Hotel, Portland, Ore.; sec., Pete Stallcop, 647 Peyton Bldg., Spokane 8, Wash.

June 25-28—New England Bakers Assn.; Preston Hotel, Swampscott, Mass.; sec., Robert E. Sullivan, 51 Exeter St., Boston 16.

June 25-28—Potomac States Bakers Assn., Cavalier Hotel, Virginia Beach, Va.; sec., Emmet Gary, 16 McClellan Place, Baltimore.

June 29-July 1—Grocery Manufacturers of America, Inc.; The Greenbrier, West Sulphur Springs, W. Va.; sec., Talbot O. Freeman, 205 E. 42nd St., New York 17.

Sept. 15-16—Virginia Bakers Council; Natural Bridge Hotel, Natural Bridge, Va.; exec.-sec., Harold K. Wilder, 812 Life Insurance Co. of Virginia Bldg., Richmond, Va.

Sept. 24-25—Grain and Feed Dealers National Assn. and Missouri Grain, Feed & Millers Assn., joint convention, Kansas City (Mo.) Municipal Auditorium; headquarters, Grain & Feed Dealers National Assn., Hotel Muehlebach; sec., Don F. Clark, 100 Merchants Exchange Bldg., St. Louis 2; headquarters, Missouri Grain, Feed & Millers Assn., Hotel President; sec., D. A. Meiners-hagen, Higginsville, Mo.

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As they gazed down sadly at their flooded homes, they saw a straw hat float gently downstream for about 50 feet. Then it stopped, turned around and plowed slowly upstream against the rushing water. After 50 feet, it turned and moved downstream again. Then upstream again. Then downstream again.

"Say," said one of the townfolk, "What makes that straw hat act so funny?"

"Well, I ain't sartin," spoke up a youth, "but last night I heard Grandpa swear, come hell or high water, he was a-goin' to mow the lawn today."

◆ ◆ ◆

That bathing dress that grandma wore
Looked like a Mother Hubbard.
But girls who swim today look more
Like Mother Hubbard's cupboard.

◆ ◆ ◆

The butcher was busy waiting on a customer when a woman rushed in and said, "Give me a pound of cat food, please. Quick." Turning to the other customer she said, "I hope you don't mind my getting waited on before you."

"Not at all," the customer replied. "Not if you're that hungry."

◆ ◆ ◆

Pretty Girl: "It must have taken a lot of courage to rescue me as you did."

Fireman: "Yeh. I had to knock down three other guys who wanted to do it."

◆ ◆ ◆

Judge: "Your age, madam?"
Lady Witness: "Thirty years."
Judge: "You may have difficulty proving that."
Lady Witness: "You will find it difficult to prove the contrary. The church that had the record of my birth burned down in 1895."

◆ ◆ ◆

"Meet me at the Waldorf-Astoria at 8."

"The Waldorf? Say, that's a nice place."

"Yeah, and it's close to where we're going, too."

◆ ◆ ◆

"But why did you refuse me at first, if you loved me?"

"Just to see what you'd do."

"Supposing I had rushed off, without waiting for an explanation?"

"Well, the door was locked."

◆ ◆ ◆

"Women don't interest me. I prefer the company of my fellow man."

"I'm broke, too."

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